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The CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

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SEPTEMBER 3, 1932

Annual Subscription (with
Diary) 20/- Single Copies 9d.

SENNÆ

We would remind our customers that the new British Pharmacopœia becomes official on October 1st next, and we draw attention to the following alterations :—

INFUSUM SENNÆ RECENS.—Senna leaves are discarded in favour of the pods in this preparation, as in *Mistura Sennæ Composita*, and in the new concentrated infusion. The Syrup also contains the principles of the pods, as it is made from *Extractum Sennæ Liquidum*. The only preparations containing senna leaves are *Confectio Sennæ* and *Pulvis Glycyrrhizæ Compositus*.

In view of the greatly increased demand for Pods, with the possibility of rising prices, our customers may desire to cover their future requirements; we are prepared to book contracts for delivery as required over the next 6-12 months. Our London stocks include all grades of Alexandrian and Tinnevely Senna Leaves and Pods, and we will be pleased to quote with samples on request. Original packages only.

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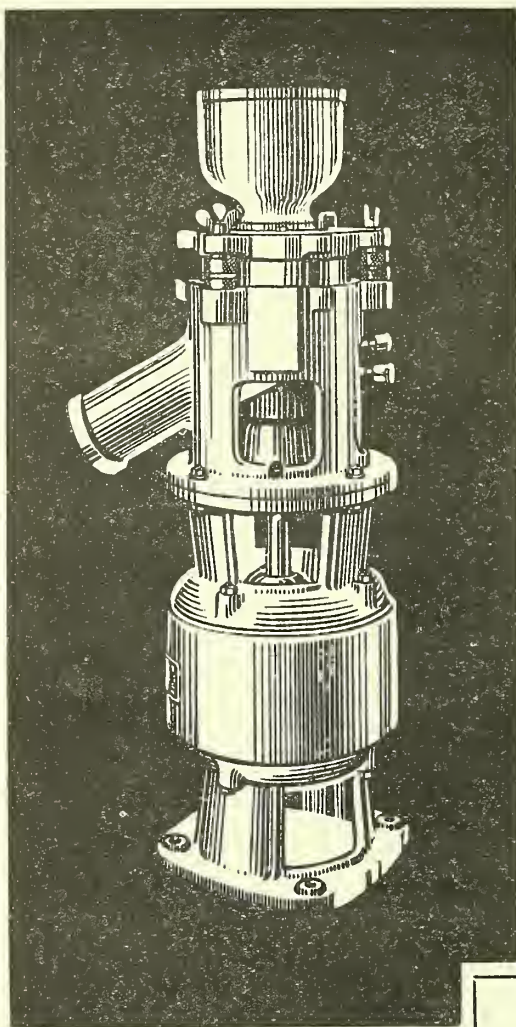




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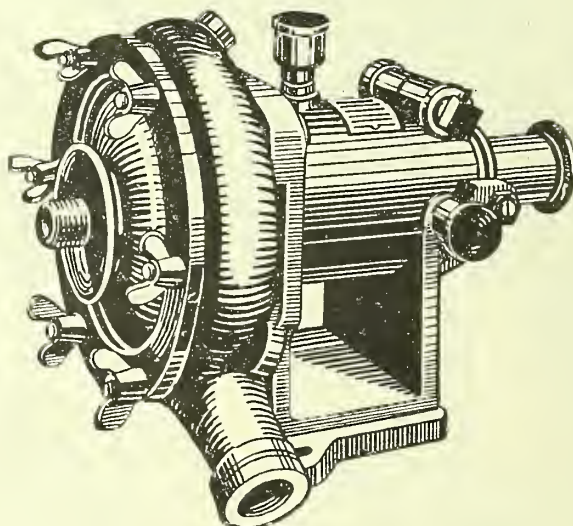
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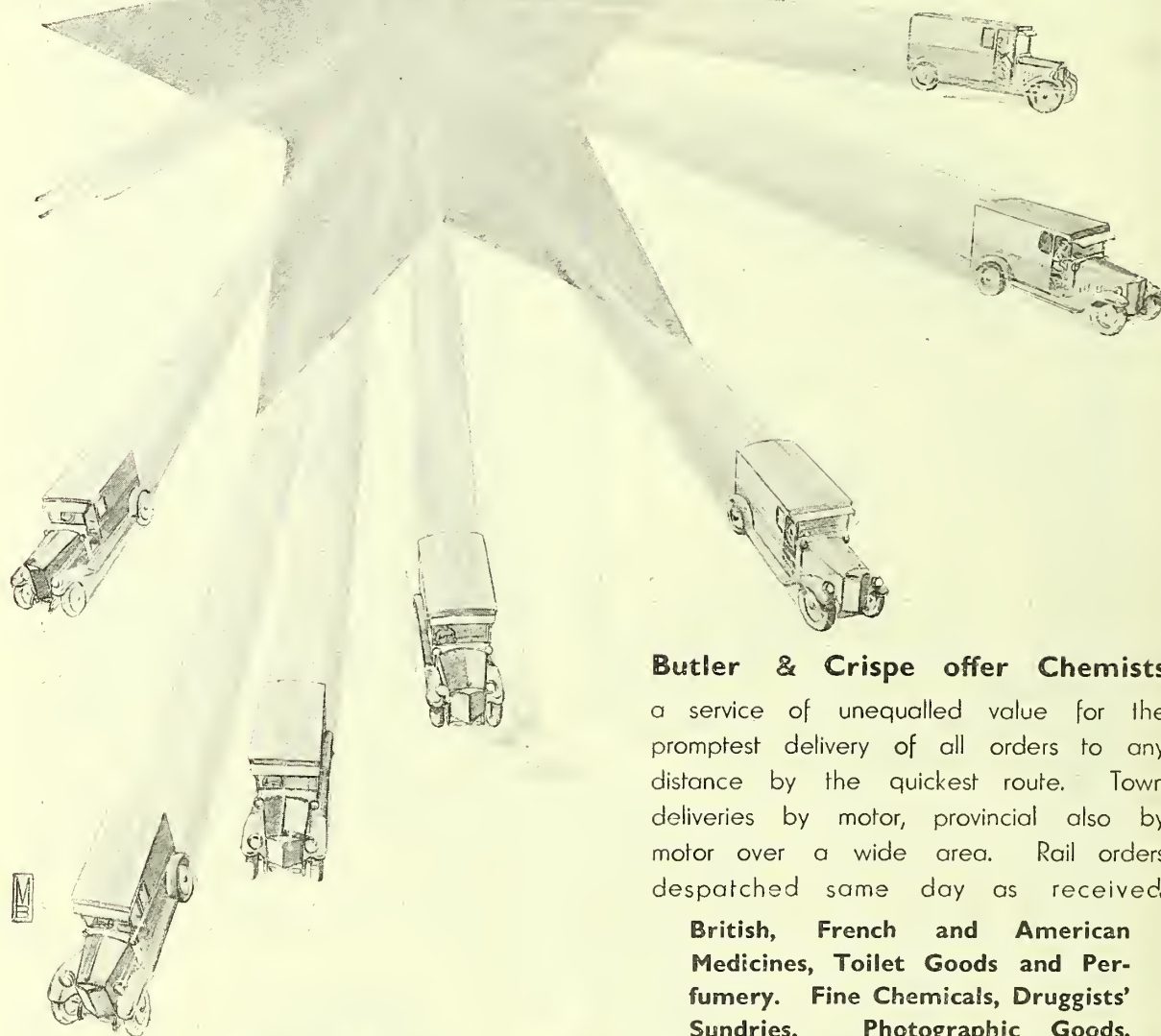


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The truly remarkable results achieved by

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in the treatment of all Rheumatic Conditions prompts us to call your attention to them.

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Burt, Boulton & Haywood give you special terms for contracts. **LTD.**

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.

White Disinfecting Fluids—miscible in salt, fresh or brackish water Co-efficients 10/12, 18/20, 20/22.

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Tar Acids and Rideal Walker Co-efficiency guaranteed. May be sold by Chemists and Druggists under own name.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

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MOST POPULAR
INSECT POWDER**

**Advertising Slogan
"GET IT FROM
YOUR CHEMIST"**

**SEE
SECTO
TO**

**SELL "SECTO"
THIS SEASON
—— IT PAYS**

**RETAIL
4d. 6d. 1/- 3/- & 5/-
TINS**

**Liberal Trade Terms
Excellent Showmatter**

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Manufacturing Chemists

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'Grams :
"Cupal,
Blackburn."

This Better Brighter NIPITS Carton will help your Sales !

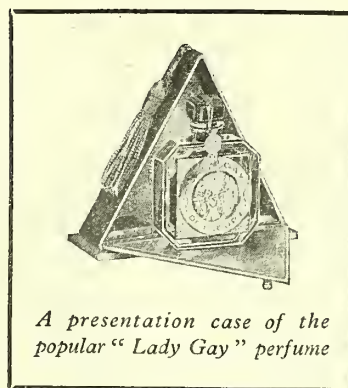


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ORDER YOUR SUPPLIES
TO-DAY TO MEET THE
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appeal to the
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is now enjoying an
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record of acceptance
throughout the country



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Your windows aglow
with inviting brilliance
never fail to bring
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When ordering your
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TRAFFORD PARK MANCHESTER

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ON COST**

Take advantage of
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Now—for the bene-
fit of your business
and the satisfaction
of your customers—
there is money in
PAM Sanitary
Towels. Send your
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or tab ends) — in
cartons.

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ANY 6d.
PACKETS
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The only 1d.
Ladies' Towel
individually
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State connection and territory, and other
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BE SURE the Short Head Brushes you sell are made in England.

BE SURE they have the Discus Nustyle immaculate Black and White Handles.

BE SURE they sell at competitive prices and yield you good profits.

BE SURE they are **DISCUS** (Regd.) **NUSTYLE**.

DISCUS NUSTYLE SHORT HEAD TOOTH BRUSH.

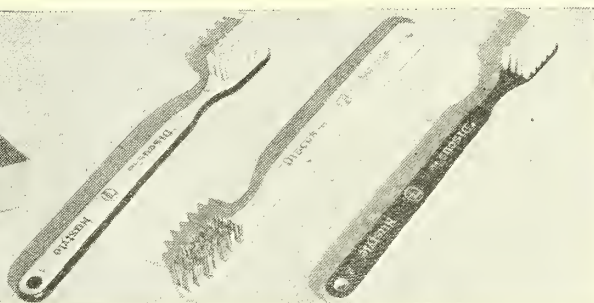
	Handles	Bristle	Per doz.
No. 0.	WHITE ...	UNBLEACHED	} 8'6
No. 1.	WHITE AND BLACK...	WHITE	
No. 2.	BLACK AND WHITE...	WHITE	
No. 3.	PLAIN COLOURS ...	WHITE	



Also the **NEW**

Discus Nustyle Junior

	Per doz.
SMART, PLAIN COLOUR HANDLES—SHORT HEAD—WHITE BRISTLE ...	} 5'6
IDEAL FOR CHILDREN AND TENDER GUMS	



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B.P. 1932

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NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's
Ailments is advertised so extensively in the
daily and weekly Press as to bring mothers to
the retailer without effort on his part.

The selling has been done before the mother
reaches the chemist, and, having supplied her, it
is only common sense to claim she will buy other
family necessities from him. Moreover, the con-
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For Direct Terms apply to—

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"CHOOSING PARCEL A"—Comprises 9 pieces of 5 styles for 20/10

"CHOOSING PARCEL B"—Comprises 7 pieces of 5 styles for 15/-

AYRTON'S "Free o' Risk" HOT WATER BOTTLE

THE AYRTON "FREE O' RISK" PATENT ^{P.L.}_{U.S.} THE INGRAM "ECLIPSE" PATENT MAKES THE WORLD'S FINEST HOT WATER BOTTLE

Impermeable lining (Ayrton's patent) unaffected by steam, heat or water. Double-faced Lancashire fabric, reinforced seams, eyeletted, fitted with "Eclipse" stopper (Ingram's patent). :: Guaranteed unconditionally against manufacturing faults.

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POPULAR SIZES				GREY			RED		
				1 doz.	3 doz.	6 doz.	1 doz.	3 doz.	6 doz.
10 x 6	each	2/6	2/5	2/4	2/9	2/8	2/7
10 x 8	...	...	"	3/-	2/10½	2/9	3/3	3/1½	3/-
12 x 8	...	...	"	3/3	3/11½	3/-	3/6	3/4½	3/3
12 x 10	...	...	"	3/9	3/7½	3/6	4/-	3/10½	3/9
OTHER SIZES									
8 x 6	...	...	each	2/4	2/3	2/2	2/7	2/6	2/5
12 x 6	...	...	"	2/10	2/9	2/8	3/2	3/-	2/11
14 x 8	...	...	"	3/9	3/7½	3/6	4/-	3/10½	3/9
14 x 10	...	...	"	4/6	4/3½	4/1	4/9	4/6½	4/4

SIZES MAY BE ASSORTED

Each in display envelope. Showcards in great variety.

Own name moulded on three dozen or more if desired.

AYRTON'S STANDARD

GREY

POPULAR SIZES—All others in stock

	1 doz.	3 doz.	6 doz.
10 x 6 each	2/4	2/3	2/2
10 x 8 "	2/10	2/8½	2/7
12 x 8 "	3/1	2/11½	2/10
12 x 10 "	3/7	3/5½	3/4

RED

POPULAR SIZES

	1 doz.	3 doz.	6 doz.
10 x 6 each	2/7	2/6	2/5
10 x 8 "	3/1	2/11½	2/10
12 x 8 "	3/4	3/2½	3/1
12 x 10 "	3/10	3/8½	3/7

Each in display envelope

Own name moulded on not less than three dozen if desired.

Guaranteed unconditionally against manufacturing faults.

"LOK-NEK"

Seamless moulded rubber bead-moulded edges both exterior and interior for extra strength. One size only—10½ in.

× 2 in.—3 quarts.

	1 doz.	3 doz.	6 doz.
per doz.	24/-	23/-	22/-

"PHARMAL"

Seamless moulded rubber, reinforced with internal integral ribbing; tabbed at both ends.

	2-quart 10 x 7	3-quart 14½ x 7½
1 doz. ...	22/-	24/-
3 doz. ... per doz.	21/-	23/-
6 " ... "	20/-	22/-

"COSYTOES"

Hand-made, semi-moulded, marbled jazz colours.

	2-quart 10 x 7	3-quart 14½ x 7½
1 doz. ...	25/6	26/3
3 doz. ... per doz.	23/9	24/6
6 doz. ... "	22/6	23/9

AYRTON, SAUNDERS & CO. LTD. :: LIVERPOOL



Crème Siamoise is now being manufactured in England. This famous French product will effect more sales for you. Attractively packed and with handsome Show material, it will prove an attraction to all up-to-date establishments. Whilst the high quality is being maintained, every endeavour has been made to keep the prices at a popular level. Advertising has already begun and an intensive campaign is being developed.

PRICES:

CRÈME SIAMOISE			LAQUE SIAMOISE		
Nuit and Jour.			(Cream Rouge)		
		Dozen	Jars	2/6 ...	20/- Dozen
Sac Tubes...	6d.	...	Small Box	1/6 ...	12/- Doz.
Large „ ...	1/6	...	Large „	2/3 ...	18/- „
Small Jars...	1/6	...	(Naturelle, rachel clair,		
Medium „ ...	2/-	...	rachel foncé, rose, blanche,		
Large „ ...	3/6	...	clair, pêche, ocre,		
Mixed „ ...	4/-	...	mauresque.)		

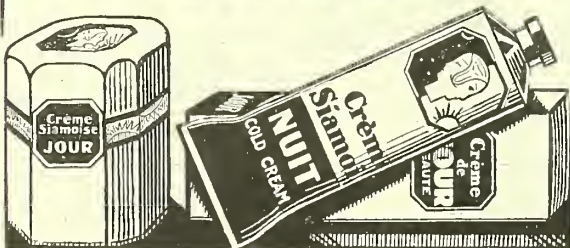
13 to the dozen through your Wholesaler or direct from the

Sole Sales Concessionnaires for the British Isles and Dominions

CHARLES ROGER Laboratories Ltd.
15 Great James Street, London, W.C.1.

WRITE FOR SPECIAL DISPLAY TERMS.

Crème Siamoise



NEWBERYS' CATALOGUE

LATEST EDITION NOW AVAILABLE

*If you haven't had a copy,
a postcard will
bring one*

"NEWBERYS"
(F. NEWBERY & SONS LTD)

Cardiff:
Tredegar
House,
Hope St.

CHARTERHOUSE SQUARE
LONDON, E.C.1

Liverpool:
22 College
Lane

Telephone: CLERKENWELL 0423.

**THE LEADING
ALL-BRITISH
POWDER BOXES**

A large variety of exquisitely finished models—Nickel, Gilt, Silver, Enamel, Lacquer

From all Wholesalers.

**Blackmore, Howard & Metherell,
LIMITED**

53 Hatton Garden, London, E.C.1

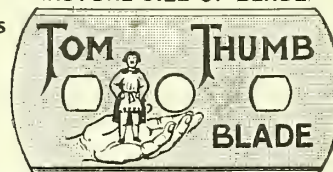
**VOGUE
VANITIES**

ENGLAND'S LAST WORD

IN SAFETY RAZOR BLADES
THE GREAT "TOM THUMB"

(ACTUAL SIZE OF BLADE)

Retails
at
1d.
each

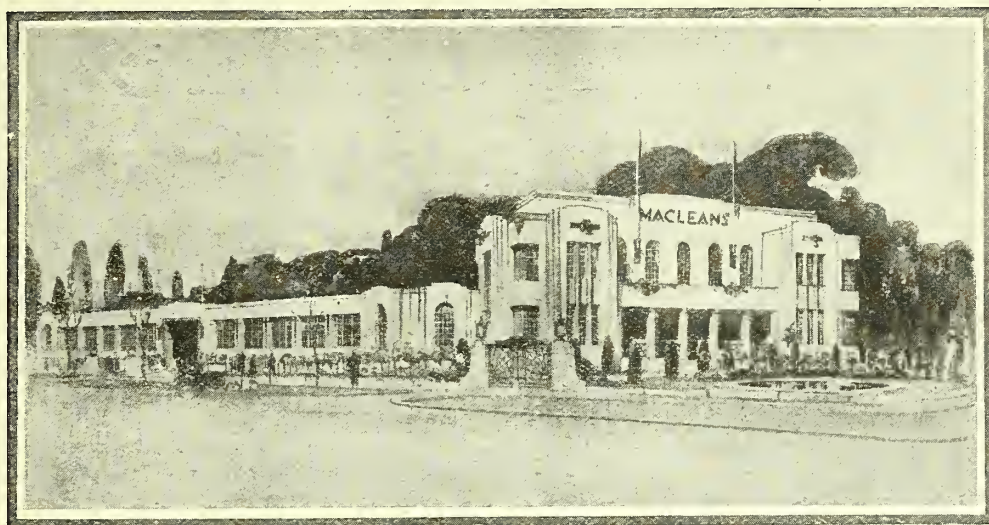


Retails
at
1d.
each

MADE BY

Brooks, Haywood & Co. Ltd., Shiloh Works, Sheffield

● AN APOLOGY



SOME FEATURES OF OUR NEW FACTORY

PLANT

The most modern of its kind. Elaborate machinery for ensuring cleanliness of products and containers. Large new laboratory gives supervision to production.

FACTORY AND OFFICES

The new building is light, airy and hygienic, with long windows overlooking the gardens — $5\frac{1}{2}$ acres are occupied. Parquet floors and white paintwork add to the impression of brightness.

STAFF

Dining and recreation rooms, bathrooms, showerbaths, library, dance-floor, tennis and squash racquets courts.

● *we have been moving!*

During the last few weeks we have been moving into the new factory demanded by ever-growing business. And during those same weeks, when routine ran a little less smoothly, orders came in even more quickly than ever. Our friends will realise that, well-equipped as we are, things have been a little difficult. To those whom we have inadvertently kept waiting, we would tender our apologies and assurance that our delivery service is now running as efficiently as ever; furthermore, our manufacturing plant is now equipped to make all our products on a much larger scale, so that growing demand can be met and our customers assured of prompt service.

MACLEANS
LIMITED
MANUFACTURING CHEMISTS

GREAT WEST ROAD

BRENTFORD

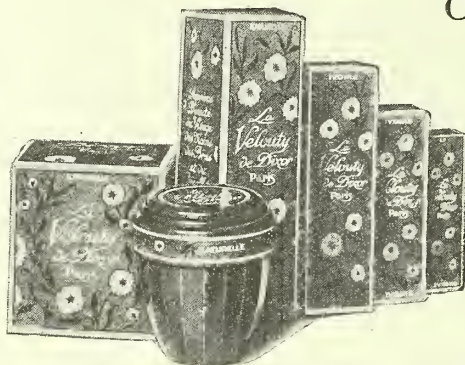
MIDDLESEX

Telephone: Ealing 6616

Telegrams: Macleans, Brentford

The original combined Cream and Powder

VELOUTY de DIXOR



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—No. 1. Handbag tube	3/- doz.	Retail -/4½
No. 2. Small tube	4/-	—/6
No. 3. Medium tube	7/-	—/1-
No. 4. Large tube	14/-	—/2-
No. 5. Super tube	22/-	—/3-
Pots (glass)	21/-	—/2/9
Pots de luxe (unbreakable)	36/-	—/4/6

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Manufacturers :

DIXOR, LTD., 68, Newman St., Oxford St., London, W.1

Sole Distributors for

Northern Ireland : ROBERT MAYRS & CO., 43 Chichester Street, BELFAST
Irish Free State : MAY, ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN



Sell Your Customers the Safe Hair-Dye!

Your customers' confidence must never be shaken. Therefore sell this **safe** method of hair-tinting. It's a profitable line that builds prestige.

Order Nuctone from your usual Wholesaler.

Nuctone

SAFE FOR GREY HAIR

STEWART, GOODALL & DUNLOP LIMITED.

Silk's

ONE DROP PERFUME

VERY handy for a lady's bag, convenient to use.

Sells at sight if shown on counter. Good profit, satisfied customers and repeat orders.
1/6 size 12/- doz.
2/6 size 18/- doz.

SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1



"ODENTIC" PLATE BRUSH

Regd. No. 417637.



From all Wholesalers.

Packed in 1/2-dozen Display Boxes.

Manufacturers :

W. R. Speer & Son (EST. 100 YEARS)

215 DALSTON LANE - - LONDON, E.8

WHAT THEY SAY
ABOUT
GIBBS DENTIFRICE

This picture is taken
from the current series,
the headline reads:—

*"My teeth are strong
and white because
I have used Gibbs
Dentifrice since I
was a little boy."*



Direct Evidence

from
users is
increasing
the sales
of—

The new Advertising Campaign
presents the main selling points of
Gibbs Dentifrice with great force.

Big spaces have been arranged for a great
National Autumn Advertising Campaign.

Typical incidents—typical comments of everyday
users in all classes of society, and of all ages
from childhood to robust old age.

Continuous National Advertising keeps Gibbs
Dentifrice always before its very large and con-
stantly increasing public.

Stock Gibbs and you make an investment which
yields a handsome profit. There is no danger
in carrying a stock of Gibbs Lines. And the
turnover is rapid.

D. & W. GIBBS LTD., COLD CREAM SOAP WORKS, LONDON, E.1.

Gibbs Dentifrice

BRITISH MADE

GDT11a

This week

Women have been told..

that "IVA"
—the perfect
powder puff—
is here

Advertisements in the
DAILY MAIL, DAILY
MIRROR and DAILY
SKETCH have already
created big sales.

National Advertising is
now in full swing—are
your stocks adequate?



"IVA" is the easy-to-remember
name for the only fadeless,
washable, real fur powder puff.
It is guaranteed 100% hygienic,
made in the newest pastel and
fashionable shades—and it is
British.

"IVA" Fur Puffs are retailed at
popular prices ranging from 6d.
upwards, showing the full trade
profit on all lines, with the
usual discount terms. For
example, the 6d. puff costs
you 4/3 per dozen, the 9d.
puff 5/9 per dozen, the 1/-
puff 7/9 per dozen, and so on.
A wide range of Sports and
Handkerchief puffs are also
available.

The wholesale houses have
comprehensive stocks ready for
your demands.



100%
HYGIENIC

THE "IVA" MANUFACTURING COMPANY,
25-29 BANNER STREET : LONDON : E.C.1

WHOLESALE STOCKISTS
OF "IVA" FUR PUFFS
from whom you can obtain
full details and stocks of all
styles.

R. HOVENDON & SONS
LTD.,

89-95, City Road, E.C.1
29, Berners Street, W.1

BUTLER & CRISPE LTD.,
80/84, Clerkenwell Road,
E.C.1

BARCLAY & SONS LTD.,
95, Farringdon Street, E.C.4

SANGERS LTD.,
42a, Hampstead Road, N.W.1
HEWLETT & SONS LTD.,
35, Charlotte Street, E.C.2

WILLIAM TOOGOOD LTD.,
71, Southwark Street, S.E.1

WATTS BROS. LTD.,
72, Cannon Street, Manchester

SINGLE DALBY & CO.,
42, Oldham Road, Manchester

T. & H. SMITH LTD.,
32/4, Virginia Street, Glasgow

LORIMER & MOYES LTD.,
7, Montrose Street, Glasgow

11, Waterloo Place, Edinburgh

HEATH BROS.,
101/3, Chapel Street, Salford

JOHN J. DENTON LTD.,
7, Williamson Square,
Liverpool

JAMES TOMPKINS LTD.,
386, City Road, E.C.1

CHARLES JONES, RADFORD
& CO., LTD.,

80, Coleman Street, E.C.2

KEN & CO. LTD.,
56, Rathbone Place, W.1

600,000 PEOPLE

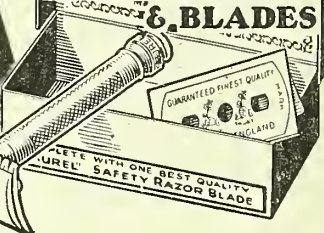
Order a stock TO-DAY
and make sure you do
not disappoint any
of YOUR Customers.

are being told about
the wonderful value of
LAUREL razors & blades

ARE YOU
READY FOR
THE DEMAND?

LAUREL SAFETY RAZORS & BLADES

1 1/2^D EACH
Per packet
of four 6^D
COMPLETE
OUTFIT
6^D



Geo. H. Lawrence, Ltd., Laurel Works, Nursery St., Sheffield

TAYLOR'S CIMOLITE TOILET POWDER THE PERFECT POWDER FOR NURSERY USE



A perfectly bland and non-irritating Powder. Invaluable in
all cases of Eruptions, Chafing, Roughness of the Skin, etc.
Recommended by eminent skin doctors and recognised as the
leading Toilet Powder for over 70 years by the nursing profession.
Used in the Royal Households.

In deference to the many requests received from users of
"CIMOLITE," a sprinkler tin to retail at 1/1½ is now available.
This new packing is in addition to the familiar 1/1½ packet
which is still on the market.

When ordering please specify TINS or PACKETS.

"CIMOLITE," in all sizes, also CIMOLITE SOAP AND CREAM, is stocked by
all Wholesale Chemists and Druggists.

TERMS and ILLUSTRATED PRICE LISTS, also ATTRACTIVE SHOWCARDS,
Counter Bills and other selling literature, obtainable from

JOHN TAYLOR, 30 Baker Street, Portman Square,
LONDON, W.1.

DUDLEY'S GLASS COUNTERS

Made in our
OWN WORKS
at HOLLOWAY

from

£9:5:0 each

Constructed from
well seasoned oak
or mahogany with

3" drawn plate
glass top, front
and 2 ends, clear
glass doors at back.

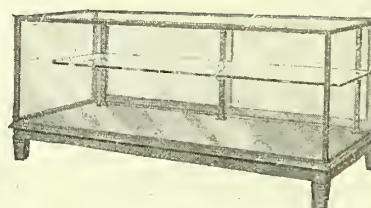
Interior fitted one
row of shelves,

3ft. high x 2ft. wide

4 ft. long £9 5s.

5 ft. " £10 0s.

6 ft. " £10 15s.
Ex Works



DUDLEY & COMPANY LTD.
Holloway Road, London, N.7

City Showrooms : 65/66 Fove Street, E.C.

Announcing
The famous
Knight's Castile
SOAP

now in a new and beautiful pack

LARGER TABLET!

NO CHANGE IN QUALITY!

NO INCREASE IN PRICE!

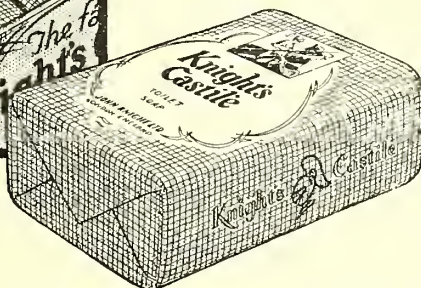


FROM now on the famous KNIGHT'S CASTILE SOAP will be better value than ever. A larger sized tablet, beautifully wrapped and packed in a highly attractive display outer, will sell at the old price both to you and to the public. Quality is unchanged, while your profit and turnover remain as high as ever.

A National Advertising Campaign will be launched to draw the public to **YOUR SHOP**.

Look out for the postman on Monday morning. If he does not bring details of our generous Bonus Offer send a postcard, without delay, to

JOHN KNIGHT LIMITED
(Dept. 1) London, E.16



WINDOW DISPLAY CONTEST AUG. 22 to SEPT. 30

The popularity of "Queen Anne" Lavender Water is spreading more rapidly than ever. CONCENTRATED NATIONAL ADVERTISING is creating increased demand for "Queen Anne" in Town, Country, and Seaside. Splendid Salesmaking "Queen Anne" window display material is available and an early entry means extra profit, larger bonus, better business and more and more repeat orders. If by any chance you have not received full details of the "Queen Anne" Contest send for folder to-day.

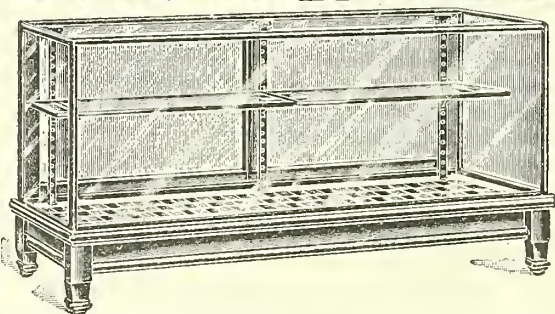


ENTER NOW

Queen Anne The PREFERRED LAVENDER WATER

MARLBOROUGH & CO., LTD., 491-493, LIVERPOOL ROAD, N.7.

KING'S "SUPER" SHOWCASES



No. H 2109. OAK OR MAHOGANY FRAME SHOWCASE. New 1/2" Drawn Plate-Glass Front, top and sides, with 2 Clear-Glass Sliding Doors at back on roller bearings. Interior fitted with brown-bronze Standard Bars and Adjustable Brackets, and 1 row of Plate-glass Shelves, 12" wide x 1/2" thick, polished edges, running the whole length of the Showcase, the bottom of Showcase fitted with Parquet Floor. Over-all dimensions: 6 feet long x 3 feet high x 2 feet back to front.

£10 : 0 : 0

NOTE.—The above prices are Carriage Paid within 20-mile area of Oxford Circus, London, otherwise carriage forward. Insured by us in transit.

Send at once for full list No. 1013, post free, on application

J. C. KING, LTD.
42-60 GOSWELL ROAD, LONDON, E.C.1

Phones: CLERKENWELL, 2316 (6 lines).

THE CHEMIST'S COMPACT LIBRARY

Money - Making and
Money-Saving Books

EVERY BOOK BY
AN EXPERT



May be obtained at the published prices from
any Wholesale Drug or Sundries House, or from

THE CHEMIST & DRUGGIST
28 ESSEX STREET, LONDON, W.C.2

Branch Offices:

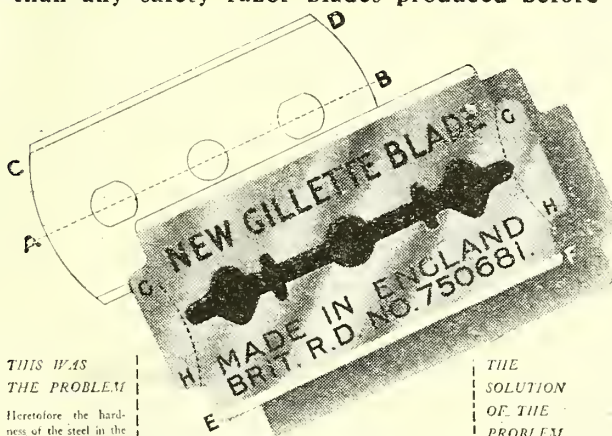
MANCHESTER and SHEFFIELD, ENGLAND
MELBOURNE and SYDNEY, AUSTRALIA

Gillette's New Advertising Campaign your opportunity

Convincing reasons for Gillette's great advance in blade quality are given to the Public in bold and compelling advertisements now appearing in all the leading National and Provincial papers, with a combined circulation of 10,873,582 per insertion. A reproduction of one of the 11" by 3 column advertisements is shewn on the right.

Here is your opportunity to consolidate a vast business in English made blades—blades which are unrivalled in quality and are rigorously price protected. Your prestige and profit are thus assured.

Why the new English-made Gillette Slotted Blades are sharper and smoother shaving than any safety razor blades produced before



THIS WAS THE PROBLEM

Heretofore the hardness of the steel in the 3-hole blade has been necessarily more or less uniform throughout the blade. Particular care was required to prevent the steel in the centre of the blade from being too brittle, otherwise the blade would crack along the line A-B. The result was that the steel at the edge C-D was only just so hard as was possible to have it in the centre of the blade, i.e., the edges of the blade were necessarily sacrificed to the centre

THE SOLUTION OF THE PROBLEM

ONE of the most important reasons why the new English-made Gillette blades give shaving of greater smoothness than any other blade, is because the slot in the new Gillette blade permits the use of steel of a finer temper than has ever been obtainable in a safety razor blade heretofore.

This tempering process makes the cutting edges exceptionally hard, whilst the centre of the blade, of a different temper, flexes easily and does not crack in the holder.

In addition to this special process, a complete new edging plant, with all the latest engineering developments, has been installed in the Gillette London factory, so that the new Gillette slotted blades now on sale give the public utmost service and value. You can distinguish these new blades in the shop by the words "Made in England" on the packet. Buy a Packet to-day.

FITS ALL GILLETTE TYPE RAZORS—OLD & NEW STYLE

The slot in the New Gillette Blade makes it possible to have soft steel in the end sections of the blade G-H (permitting easy flexing) and yet have hard steel at the edge E-F. This is because with the slotted blade the annealing heat which is applied to the section G-H is prevented from affecting the steel at the edge E-F.

Large packet - 4/-
Small packet - 2/-
Of all dealers.



GILLETTE INDUSTRIES LIMITED

197-207 CITY ROAD LONDON E.C.1

**Be sure your stocks are adequate and your Window
Shows link up with this campaign**

GILLETTE INDUSTRIES LIMITED - - - - - 197-207, CITY ROAD, LONDON E.C.1

Efficient Motor Transport at extremely low cost

Here are a few examples of the low running costs of the Raleigh

- ★ Low initial cost, tax, insurance, and fuel consumption. Tyre wear is practically negligible.
- ★ The Raleigh can be driven with safety by a lad of 16, thus saving wages costs.
- ★ It is nippy and speedy in traffic, reducing the time taken on the journey.
- ★ Turns practically in its own length (though fitted with reverse) and can be garaged in a very small space.
- ★ Raleigh reliability safeguards your pocket against delays, replacements and repairs.

Special features include 6 h.p. engine fully enclosed and fitted with automatic lubrication; 3 forward speeds and reverse gear; sturdy, pressed-steel chassis and attractive coach-built body; powerful brakes on all wheels; car-type rear axle with differential; detachable and interchangeable wheels.

TAX £4

3rd-party insurance from £3
50-60 m.p.g. of petrol

£78 15s.

EX WORKS

or £19 13s. 0d. deposit and 12
monthly payments of £5 6s. 0d.

for enclosed delivery van as illustrated
(with more space for goods than any
other 5-cwt. vehicle). Fitted with elec-
tric lighting and screen wiper, safety-
glass screen, horn, driving mirror and
fully equipped with jack and kit of tools.

Full range of models to
suit all requirements

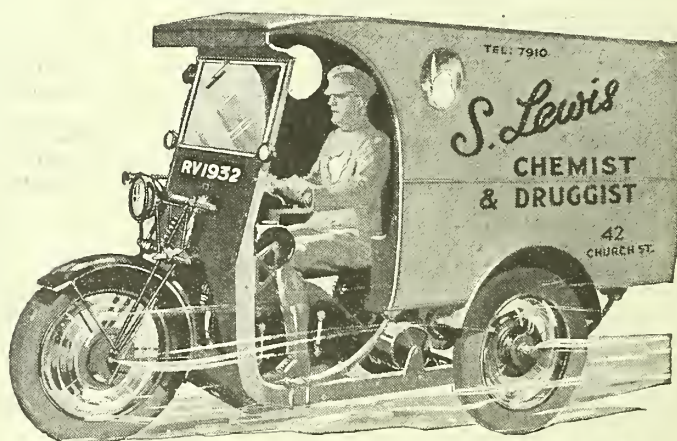
From £74 EX WORKS

Your nearest Raleigh distributor will prove the economy of this amazing vehicle by a **FREE DEMONSTRATION** with your own goods and on your own round. **SEND FOR LIST C.D. 31 AND ARRANGE A FREE TRIAL.**
THE RALEIGH CYCLE CO., LTD. NOTTINGHAM

(Manufacturers of the Famous All-Steel Bicycle)
Sole London Distributors:—FRANK WARING, LTD., 100 GREAT PORTLAND STREET, W.1
London Service Depot, 1 REDHILL STREET (off Albany Street), N.W.1

Tel.: MUSEUM 0947
Tel.: MUSEUM 2568/9

THE Raleigh is without doubt the finest proposition for the transport of all light loads . . . the most efficient, for it is speedy and easy to handle . . . most economical, not only in initial cost, but it makes a clean 50% saving in running costs. Low built for stability, the Raleigh is one of the smartest and safest vehicles on the road. It is backed by a great reputation for service and reliability; it delivers the goods on time and every time at a fraction of the cost of any other motor van. No user of transport can afford to ignore such a great all-round saving.



RALEIGH

5-CWT. LIGHT VAN

An agreeable addition to
the popular Galen group



GLYCERINE PASTILLES with Lemon Flavour :
The old time favourite soother of tired and sore throats—glycerine and lemon. This new Galen pastille is recommended for the purity of its ingredients, convenient packing and reasonable retail price of 1/- per 4 oz. tin.

CINNAMON LOZENGES : An effective lozenge highly medicated with the purest oil of cinnamon. 6d. per tin.

SISTER'S THROAT PASTILLES : Enjoys a strong demand. A warming and soothing pastille of the Chlorodyn type. Packed in 4 oz. tins at 1/- each. Also in 6d. tins.

MITCHAM MINTS : Are hand-made lozenges with a high content of real Mitcham ol. menth. pip. 6d. per tin.

GLYCERINE & BLACKCURRANT PASTILLES:
A blending of real blackcurrant fruit juice and glycerine. The popular fruit throat pastille, welcomed for its agreeable flavour and efficacy. In 4 oz. tins at 1/-

GALEN PRODUCTS

REGD TRADE MARK

Manufactured by
THE GALEN PRODUCTS CO., LTD., STOCKPORT

Sole Selling Agents :
THOMPSON & CAPPER WHOLESALE LTD.
Manesty Buildings, College Lane, LIVERPOOL



6P6

B B

The Chemists' House for The Chemists' Wants

- ¶ Prompt deliveries for stock orders
- ¶ Special express service for urgently wanted lines
- ¶ Carriage paid on Country orders. Free packing.
- ¶ Orders solicited from Chemists only

Write or telephone us
We are open to suggestions

SANGERS

Ltd.

258 EUSTON RD., LONDON, N.W.1

BRISTOL
40-41 Redcliffe Street

NEWCASTLE-ON-TYNE:
Old Infirmary Buildings

Winged



Lion Brand

Cream of Magnesia



Packed or Bulk

4 oz. 6/- doz.

6 oz. 8/- doz.

Prices on
application

A Pure White Preparation of creamy consistence
and Absolutely Tasteless

Beautifully Packed — Ample Show Matter

London:

Phone—
Bishopsgate 4761
(5 lines)

Grams—

"Horehound,
Phone, London"

POTTER & CLARKE Ltd.

60-64 ARTILLERY LANE, LONDON, E.1

and at 24 Luna St., Gt. Ancoats, Manchester.

Manchester:

Phone—
City 6048

Grams—
"Horehound,
Manchester"

STIMULATING CHRISTMAS TRADE

AT this time of the year wholesale and retail buyers at Home and Overseas are looking out for novelties, and particularly for attractive lines in perfumery, toilet soaps, boudoir accessories in silver-ware and other fancy articles of various kinds.

These are especially suited for stimulating business during the festive season, and the Special Supplement to be distributed with

THE CHEMIST & DRUGGIST

OF SEPTEMBER 24, 1932

will be found helpful to buyers and sellers alike of such merchandise.

A SUPPLEMENT WILL BE PRINTED IN BROWN INK ON LILAC PAPER, and ADVERTISERS CAN SECURE EXCELLENT EFFECTS WITH THEIR USUAL HALF-TONE OR LINE BLOCKS.

THERE WILL LIKEWISE BE A SUPPLEMENT IN PHOTO-GRAVURE.

PARTICULARS REGARDING AVAILABLE SPACE, CHARGES, ETC., FROM

THE PUBLISHER

THE CHEMIST and DRUGGIST
28 ESSEX STREET, STRAND
LONDON, W.C.2

'PHONE :
Central 6565 (8 lines)

'GRAMS :
" Chemicus, Estrand London "



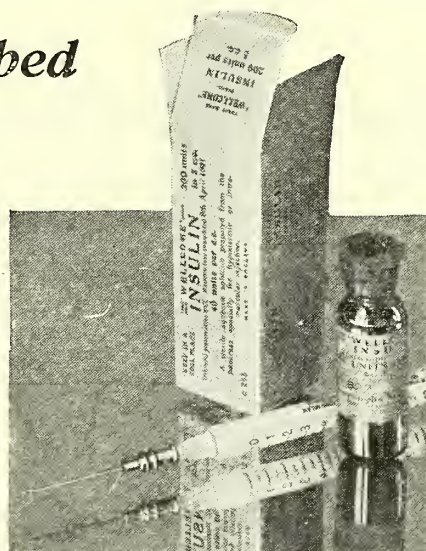
BRANCH OFFICES :

49 COUNTY BUILDINGS, CANNON STREET
MANCHESTER
19 WATERLOO STREET, GLASGOW
54 FOSTER'S BUILDINGS, HIGH STREET
SHEFFIELD
MELBOURNE AND SYDNEY (AUSTRALIA)
AUCKLAND (NEW ZEALAND)

When Insulin is prescribed

Safeguard your own and
your customers' interests
by supplying

'WELLCOME' TRADE MARK BRAND INSULIN



Biologically standardised at The Wellcome
Physiological Research Laboratories and con-
forms to the Therapeutic Substances Act
(Great Britain), 1925 (1931 Regulations)

Antiseptic Content. It contains the minute amount
of antiseptic considered by leading bacteriologists to be an
essential precaution against accidental septic contamination.

Exceptional Purity. The standard of purity of the
Insulin Hydrochloride employed in the preparation of 'Wellcome'
Brand Insulin approaches that of the purest insulin ever
obtained even by research workers

20 UNITS PER C.C.: 5 c.c. phials	...	...	...	24/0	per doz.
10 c.c. "	...	...	...	48/0	" "
40 UNITS PER C.C.: 5 c.c. "	...	...	...	48/0	" "
80 UNITS PER C.C.: 5 c.c. "	...	...	...	96/0	" "

Also issued

TRADE MARK 'TABLOID' BRAND

(HYPODERMIC)

INSULIN HYDROCHLORIDE

Sterile 10 Units

The only British Insulin issued as a compressed product. Accurate
in dosage. Solutions of any strength prepared instantly.

Prices in London to the Trade (subject)

Tubes of 10 products, 24/0 per doz. tubes

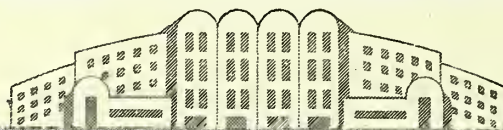
NOTE.—The Retail Prices of Insulin ('Tabloid' Brand and
'Wellcome' Brand) are not subject to the 10 per cent.
increase in the United Kingdom as are those of other
Burroughs Wellcome & Co. products.



G 1686

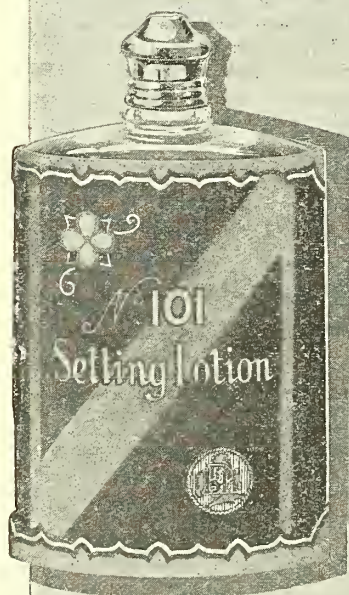
BURROUGHS WELLCOME & CO. LONDON

COPYRIGHT



THE BRITISH DRUG HOUSES LTD.

No. 101 SETTING LOTION



DISTINCTION

There is a distinctive air about all the "No. 101" Hair Preparations, of which Setting Lotion has proved one of the most successful.

"No. 101" Setting Lotion is admirably suited to present fashion. Attractively but unobtrusively perfumed, it readily keeps the wave in position without matting or stickiness. The preparation and the packing alike appeal to the discriminating girl of to-day.

Pharmacists who have not yet realised the potential demand for this line should write for a sample of "No. 101" Setting Lotion, and particulars of the special terms for the Series.

Other "No. 101" preparations are:—

Bay Rum

Bay Rum and Cantharidin

Brilliantine

Eau de Quinine

Hair Tonic

Honey and Flowers

Violet Oil

Prices per dozen:—

Small	Medium	Large
8/-	10/9	16/-

GRAHAM ST.



LONDON N.I.

THE CHEMIST AND DRUGGIST

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News of the Week

Dangerous Drugs Acts, 1920-25

WITHDRAWAL OF AUTHORITY: JOHN WILLIAM BROOKS

The Home Secretary gives notice that he has withdrawn from John William Brooks, M.B., Ch.B., of 104 Kennerley Road, Stockport, the authority granted by the Regulations made under the Dangerous Drugs Act, 1920, to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves and Indian hemp, and the drugs and preparations to which Part III of the Act applies, and has also directed that it shall not be lawful for the said John William Brooks to give prescriptions for the purposes of the Dangerous Drugs (Consolidation) Regulations, 1928.

[The customary warning against supplying is added.]
Whitehall, August 30, 1932.

Fertilisers and Feeding Stuffs

The Fertilisers and Feeding Stuffs Regulations, 1932, dated August 11, have been issued (S.R. & O., 1932, No. 658, price 10d.) by the Stationery Office. They prescribe the manner of marking particulars on labels in the case of sales of small quantities, the limits of variation, the manner of taking samples, methods of analysis, and other details.

Gold Standards of Fineness

By Order in Council (S.R. & O., 1932, No. 654: Stationery Office, 1d.) dated August 8, it is ordered that any gold vessel, plate or manufacture of gold may be wrought of fourteen-carat (0.585) or nine-carat (0.375) standard in place of the standards prescribed by the Order in Council of December 11, 1854.

British Association

The annual meeting of the British Association for the Advancement of Science opened at York on August 30, when the president (Sir Alfred Ewing, K.C.B., F.R.S.) delivered his address, entitled "An Engineer's Outlook." Sir Alfred Ewing commenced with a reference to York. Did the Association, continued the president, still give the community reason to support it? He believed that laymen still wanted to have intelligent contact with the seekings and findings of the scientific mind. Among contemporary leaders nothing was more general than the frank admission that they were groping in a half-light. "To understand," as Einstein lately said, "is to draw one incomprehensible out of another incomprehensible." If they asked "What is electricity?" there was no answer, save that it is a thing which exists in units of two sorts, positive and negative. A notable event of the year was the strong evidence which Dr. Chadwick of the Cavendish Laboratory had found for the existence of the neutron—a type of particle in which an electron and a proton are associated in particularly close juxtaposition. Dr. Cockcroft and Dr. Walton have applied their knowledge to project single protons into the nucleus of lithium, using a steady potential of several hundred thousand volts to give sufficient penetrating power. Out of a million shots a few reached their billet.

"When the projected proton forces an entry into the lithium nucleus it creates a domestic disturbance of the liveliest kind. For with the seven protons already in occupation it makes an eighth; the group then splits into two sets of four, each taking two of the electrons, and they fly violently apart with an energy drawn from the atomic magazine. The result is that two helium atoms are formed."

The president proceeded to speak of the important results of Joule's meeting with William Thomson (afterwards Lord Kelvin) at the 1847 meeting of the

Association. Another notable achievement of the Association was to promote the establishment of the National Physical Laboratory. The memorial to Darwin, the Bessemer process, and the work of the late Lord Rayleigh were also linked with the Association. In his concluding paragraphs the president pointed out the increasing importance of mechanical production. "The world," he said, "finds itself glutted with competitive commodities." He could not tell where to look for a remedy, but he could not think that man was destined to atrophy and cease through cultivating the creative ingenuity of the engineer.

Salford Analyst's Report

The latest annual report of the public analyst for (Salford (Mr. H. E. Monk, B.Sc., F.I.C.) states that during the year 1931 forty-seven samples out of 1,445 examined for the purposes of the Food and Drugs (Adulteration) Act were certified as adulterated (3.3 per cent.). More than two-thirds of the total number were samples of milk. Regarding drugs and chemicals, Mr. Monk comments on the fact that eight samples of turpentine out of sixteen examined were found to be adulterated in the following terms:—

During the war, when there was a shortage of turpentine, a number of turpentine substitutes appeared and found a very wide usage. The most used, though not the best of these, was white spirit. . . . In the cases under review, the article was in many cases described as "Household Turpentine," and generally bore the legend "Not to be used for medicinal purposes." Though the reason of this instruction was obviously to prevent the substance being used in the preparation of liniments for rubbing purposes, for which white spirit is not suitable, it raised a difficulty in instituting proceedings under the Food and Drugs Act. . . . It was decided to proceed under the Merchandise Marks Act. The general principle laid down [by the city analyst] was that if the article was called "turpentine" it must consist of genuine turpentine, otherwise it should be clearly and unequivocally labelled "turpentine substitute."

Other substances dealt with included bismuth tablets; two samples were certified as adulterated, and in one of these the only ingredient present in medicinal quantity was calcium carbonate. The history of three adulterated samples of tartaric acid, all bought at the same shop is, as the report remarks, rather unusual. The first one proved to be Rochelle salt, the second and third cream of tartar. The third sample was a formal one, and the result of the proceedings that followed was a fine of £5. For the first time samples have been taken in Salford under the Fertilisers and Feeding Stuffs Act; four out of ten samples of feeding-stuffs and one out of two of fertilisers were regarded as unsatisfactory.

Inquests

A verdict of "Death by misadventure" was recorded at a recent inquest in Birmingham on the body of Elizabeth A. Messenger. It appeared from the evidence that she drank wintergreen oil in mistake for liquid paraffin.

At Douglas, Isle of Man, on August 18, an inquiry was held concerning the death of Mr. Henry Kerruish, chemist and druggist. Evidence showed that death was due to poisoning; a verdict of "Suicide while insane" was returned.

An inquest was held at Spilsby, on August 20, on the body of Winifred M. Wilford, who, the evidence showed, committed suicide by taking weed-killer. Evidence of purchase was given by Laura Richardson, described as a chemist's assistant. A verdict of "Suicide during temporary insanity" was given.

Birmingham

There was an outbreak of fire at the works of The Coronet Camera Co., recently; the alarm was raised by a neighbouring resident.

"Food Fakes of the Past" is the subject of an interesting article in a recent issue of the "Birmingham Mail" by Mr. H. H. Bagnall, B.Sc., the city analyst.

Sheffield

Mr. O. L. Rodwell, chemist and druggist, with his wife and young daughter, has been admitted to the Royal Hospital suffering from the effects of a collision between their motor-cycle combination and a motor-car.

Mr. C. L. Dann, son of the late Mr. C. Dann, Ph.C., Sheffield, has been awarded a maintenance grant by the Higher Education Subcommittee to complete his engineering studies at Cambridge University. Mr. Dann formerly held an Education Committee's scholarship at Sheffield University.

Miscellaneous

POISON-LICENCE APPLICATION.—G. Twyman & Son, Ltd., St. George's Place, Canterbury, have applied to the City Council for a licence to sell agricultural and horticultural poisons.

DANGEROUS DRUGS ACTS.—At Stockport, on August 24, Dr. John W. Brooks, Kennerley Road, was fined £10 on each of seven charges for failing to enter in a register purchases of "dangerous" drugs.

CATHOLIC PHARMACEUTICAL GUILD.—A meeting of the Council of this Guild was held in London on August 21, Mr. James Thomson in the chair. Seven new members were enrolled, and it was decided to associate with the Guild's activities an employment bureau.

LEAGUE OF NATIONS.—The commission of pharmacological experts dealing with the standardisation of opium in terms of morphine content met at The Hague on July 11. It was decided to investigate a method devised by Professor Eder and another recommended by Professor van Itallie.

UNSATISFACTORY VINEGAR.—At Barnstable, recently, William Bament, High Street, was fined 24s. for having sold vinegar deficient in acetic acid to the extent of not less than 28 per cent. The defendant said he made vinegar out of acetic acid and kept it in jars, one marked "Diluted, 2d. per pint," and the other "Full strength, 2½d. per pint." These notices had been there for five or six years.

COMMERCIAL MOTOR USERS ASSOCIATION.—At a meeting of the National Council of the Commercial Motor Users Association, held in London on August 22, resolutions were adopted to the effect that:—(1) The Council do not accept Part II of the report of the Conference on Rail and Road Transport dealing with the incidence of highway costs; and (2) the Council do not support the special system of licensing and control recommended in Part III of the report.

CHEMISTS TO SUPPLY WELFARE CENTRE PATIENTS.—At a recent meeting of Chelmsford health committee, the medical officer of health reported that he had received a letter from the chemists suggesting that all foods, etc., be supplied by the chemists direct to the mothers on production of a prescription signed by the health visitor or himself. The chemists had drawn up a scale of charges which in no instance was above the present welfare centre prices. It was understood that these prescriptions are not given to everyone attending the clinics, but only to those who may find difficulty in meeting the full retail cost. The committee adopted the suggestion.

IN THE COURTS.—At Manchester City Police Court, on August 29, Maud Wrigley and Caroline Drewry, Kingsway, Didsbury, were each fined 5s., with 21s. costs, for having sold a bottle of disinfectant not properly labelled.—At Marylebone Police Court, London, on August 29, Charles May (48), White Conduit Street, N., described as a general dealer, was charged on remand with receiving proprietary medicines valued at £232, the property of the Allied Drug Co., Osnaburgh Street, N.W. A further remand on bail was ordered.—At Gravesend, on August 29, Stephen C. W. Smith, Arthur Boyes, Henry C. Milward and Bertie S. Smallman, all having London addresses, were fined sums ranging from £25 (Smith) to £5 (Smallman) for being in possession of 3,520 gallons of spirit, said to be 67.9 degrees over proof, otherwise than in accordance with regulations.

Irish Notes

Dangerous Drugs Act, 1920

The "Belfast Gazette" of August 26 contained an order by the Governor declaring that Part III of the Dangerous Drugs Act, 1920, shall henceforth apply to acetyldihydrocodeinone and its salts, and to any preparation, admixture, extract or other substance containing any proportion of acetyldihydrocodeinone.

Brevities

By an order issued recently the Ministry of Industry and Commerce requires particulars for each of the years from 1932 to 1935 inclusive in respect of chemicals, paints, fertilisers, soap, candles and other industries in the Free State. Information is called for under seven heads.

Dr. Berry, Local Government Department inspector, reported, on his recent visit to co. Roscommon, that medicines are ordered every six months by a local doctor for the Kiltoom dispensary. The doctor referred to stated that he would get medicines more frequently in future if the Board wished. The secretary said that only eight consignments were supplied in eight years instead of thirty-two as required by dispensary rules. It was not fair, he said, to have poor people taking medicine which was lying in the dispensary for twelve months.

Scottish Notes

Brevities

It is being suggested that chemists should refuse to deal with any wholesaler who will not give an undertaking not to supply co-operative societies.

Visitors to Edinburgh who have time to spare will be well repaid by a visit to the Royal Botanical Garden. The educational value of the garden is a great asset to students of botany.

According to a Scottish correspondent, "many English houses miss much business because of their comparatively high carriage-paid terms and the carriage on returned empties. To the credit of other houses it must be admitted their carriage-paid terms are extremely moderate—£1 orders in some instances, and in exceptional cases makers send any quantity carriage paid."

Aberdeen

On Tuesday, September 13, the National Association of Women Pharmacists will hold a meeting in the Pharmacy Lecture Room of Robert Gordon's Colleges at 5 p.m.; all women pharmacists are invited to attend.

"Aberdeen burgh records," writes a correspondent, "are more complete than those of any other Scottish burgh. The record of the Town Council's proceedings began in 1398, and is complete to the present day with the exception of one volume covering the period 1414 to 1433. The records are in manuscript up to 1883; after that date the minutes of the Council are printed. This unique set of Scottish records is in admirable preservation, and, with charters and documents relating to Aberdeen from the time of William the Lion, is securely guarded in the city's charter room."

Coming Events

Wednesday, September 7

Scottish Chemists' Bowling Association, Rutherglen Bowling Green. Travellers' trophy.

Thursday, September 8

West Glamorgan Pharmacists' Golf Club, Swansea Bay Golf Club, Jersey Marine. Open meeting for silver challenge cup presented by Evans Sons Lescher & Webb, Ltd. Proceeds to Pharmaceutical Society's Benevolent Fund.

Topical Reflections

By Xrayser

Business Knowledge

It is clearly what persons in business ought to possess; and in the case of pharmacists this is necessarily something over and above what they may have had to acquire in order to secure their legal qualification to practise. In so far as they are to become retail distributors, carrying on the business of a chemist and druggist, their need of special knowledge is not met by any requirements of the pharmaceutical examination syllabuses. But there is no getting away from the fact that unless young chemists and druggists have enjoyed the advantage of pupilage in shops where the art of retail distribution is thoroughly understood, or go out to seek the much-needed experience after qualification, their prospect of subsequent success in business will be far from assured. I note your statement that there is a need for a simplified book on business knowledge (*C. & D.*, August 20, p. 184), and I am disposed to agree with you on this point, if only because opportunities for gaining such knowledge are nowadays so restricted. Not that book knowledge will carry one more than part of the way; in fact, it is only fair to recall that your suggestion of a book on the subject applied to scholarship examination needs. But a well-planned book, containing the right kind of information, will have a much wider appeal.

What Subjects

should be dealt with in this proposed book on business knowledge? I am none too clear on the point, and should welcome the views of interested readers of the *C. & D.*, the more especially as expres-

sion of such views may attract the attention of experts capable of providing the right material for the book. Salesmanship without tricks should receive attention, window dressing, counter arrangement, the keeping of stock, business arithmetic, book-keeping, and many other subjects, each of which might be dealt with by one or more experts. There was much in the *C. & D. Commercial Compendium* which would be found worthy of place in the book I am trying to picture to myself.

Very Apropos

In your Educational Number was the article on "The Paradox of General Pharmacy," to which one of your correspondents referred appreciatively last week (p. 243). The article itself well summed up the situation in the statement that the British public needs the services of pharmacists more than it can afford, or is prepared to pay for. This means, I take it, that every member of the public is likely, sooner or later, to need the services of the well-trained pharmacist, if only to the extent of drawing upon his wide and comprehensive stock of scientific and technical knowledge, and would benefit if able in any emergency to consult a pharmacist as a matter of course. With this I am in full agreement, as also with the statement of "Common Sense" that what is needed is a movement to raise the remuneration of the pharmacist. Too long have we encouraged the public to expect us to render a host of minor services without expecting any immediate return. Present-day competition does not favour the idea that giving something for nothing may be expected to profit us.

Imperial and Foreign News

DISTRIBUTION OF QUININE IN MALAYA.—It was stated in the annual report of the Federated Malay States Medical Department that in the course of 1930 nearly 2,000,000 tablets of quinine hydrochloride were distributed free to hospitals, travelling dispensaries, schools, post offices and other institutions for gratuitous issue.

EGYPTIAN TARIFF CHANGES.—The undermentioned classes of goods are specified in the Egyptian import tariff modifications, which came into force on June 2, under Royal Decree:—

Cod-liver oil: former duty, 900 millièmes, revised to 600 millièmes per 100 kilos. gross.

Fixed vegetable oils and vegetable butters included in Tariff No. 103, if destined for the manufacture of soap, or for the preparation of colours or varnishes: former duty, 250 millièmes, revised to 200 millièmes per 100 kilos. gross.

Oleic acid (oleine) and all products known as "acid oils": former duty, 250 millièmes, revised to 200 millièmes per 100 kilos. gross.

OPIUM CONSUMPTION IN ASSAM.—From the report of the Excise Department of Assam for the past year, it is learnt that the smuggling of opium is rampant in that province from various quarters. It is stated that almost every class of person is engaged in the traffic, so profitable is business in it. The long frontier line and the lack of communications render the capture of smugglers extremely difficult. It is found that the licensees also commit malpractice. Their general tendency is to save opium by short weight sales. The percentages of shortages were as high as 40 to 50 in certain cases detected. The excess stock is sold illegally to non-pass holders, or to passholders whose rations are exhausted, at very high prices. Other tricks are the clever manipulation of books and the consumers' register in such a way as to make illegal sales under fictitious entries possible. Detection of such cases is very difficult, and though they are punished by cancellation of licences and forfeiture of security deposits, so profitable is the business that these punishments have no deterrent effect. With a view to check these malpractices the sale of opium in pill form will be tried as an experiment in a tea garden of the Lakhimpur district. The policy of gradual reduction of ration of consumers below 50 years of age is continued, and the total consumption in the past year showed decline.

INDIAN CUSTOMS RULING.—Customs Ruling No. 5 of the Indian Central Board of Revenue, is as follows:—The rules issued under Section 155 of the Sea Customs Act by some of the maritime local Governments contain a rule providing for the treatment as "denatured spirit" of the spirit contents of impotable preparations containing spirit (or a mixture of spirits) and also, either as an essential component or as an added constituent, a substance or substances, which would prevent the recovery of the spirit: (or spirits) in a potable form on an economical basis. In such a rule, (1) "spirit" means methyl, ethyl, propyl or iso-propyl alcohols, and (2) "substances which prevent the recovery of the spirit (or spirits) in a potable form on an economical basis" mean substances for which qualitative tests in distillates or extracts are available, such as—Acetone and acetone oils, aromatic hydrocarbons (such as benzene, toluene, etc.), animal oils, camphor, caoutchoucine, collodion, ether, iodine, turpentine" (and other essential oils having "unpleasant" properties), mineral naphtha, pyridine and pyridine bases, thiophene pyrrole derivatives, wood naphtha, and such other substances as may from time to time be added. The above rule applies only to the spirit contents of the preparations, but owing to the presence of other ingredients than denatured spirit, Section 21 of the Sea Customs Act comes into operation in their assessment to duty, and will usually result in the classification of the preparation under Part V. of Schedule II to the Indian Tariff Act, 1894.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

VIVAX, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of soap makers and perfumers, glycerine distillers, etc.

FOSTER & SON, CHEMISTS, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a chemist and druggist carried on at 2 Bank of England Place, Plymouth, as "Foster & Son."

JOHN MCGUFFIE & Co., LTD. (P.C.).—Capital £4,500. Objects: To carry on the business of chemists, druggists and opticians, manufacturers of and dealers in all kinds of salts, acids, alkalis, drugs, perfumes, toilet requisites, etc. R.O.: Central Buildings, 41 North John Street, Liverpool.

Private Arrangements

H. L. Bell, 10 Cawdrey Buildings, Leek, Staffs, chemist and druggist.—A meeting of the creditors was held recently at Hanley, when a statement of affairs was submitted which disclosed liabilities of £605 7s., all due to unsecured creditors. The assets consisted of stock in trade at cost £300, estimated to produce £200; fixtures, fittings and utensils £7, valued at £5; and cash in hand 9d., making total assets of £205 os. 9d., from which had to be deducted £23 6s. 4d. for preferential claims, leaving net assets of £181 14s. 5d., or a deficiency of £423 12s. 7d. It was resolved that a deed of assignment, which had already been executed in favour of Mr. R. C. Clark, of Bourner, Bullock & Co., C.A., of Hanley, should be confirmed. A committee of inspection was also appointed.

Morris, Wyn Lloyd, trading as Edward Lloyd, Conway Road, Colwyn Bay, chemist and druggist. A meeting of the creditors was held recently at Colwyn Bay, when Mr. Parkin S. Booth, accountant to the Association of Manufacturing Chemists, who represented a large number of creditors, presided. A statement of affairs was submitted which showed liabilities of £1,584 1s. 2d., of which £1,244 9s. 9d. was due to unsecured creditors and £339 11s. 5d. to a partly secured creditor. The latter was the bank which claimed £760 11s. 5d., but security to the value of £421 was held. The assets consisted of fixtures, £200; stock, £850, put down at £600; sundry debtors, £113 3s. 1d.; and household furniture, £50; making a total assets of £963 3s. 1d. After allowing £166 10s. 9d. for preferential claims, the net assets were £796 12s. 4d., or a deficiency of £787 8s. 10d. It was resolved that the debtor should execute a deed of assignment in favour of Mr. P. S. Booth and Mr. H. Tudor Hughes, I.A., as joint trustees with a committee of inspection consisting of the representatives of two of the creditors.

Gazette

Bankruptcy Acts

RECEIVING ORDER

JONES, C. F., 104 Selborne Road, Southgate, Middlesex, manufacturing chemist.

RECEIVING ORDERS AND ADJUDICATIONS

HARGREAVES, T., 157 Uxbridge Road, Hanwell, 244 High Street, Lewisham, and 106 Ewhurst Road, Brockley, chemist and druggist.

RAWSON, F., 27 Salisbury Avenue, West Kirby, Chester, formerly carrying on business at 629 Smithdown Road, Liverpool, chemist.

Proposed Duty on Cod-Liver Oil

(Specially Contributed)

THE official report issued last week that, as a result of their representatives' discussions at Ottawa, the Government propose to seek parliamentary sanction to levy a duty of 1s. 4d. per gallon on all cod-liver oil of foreign origin imported into this country has been received in the commercial circles affected with some degree of astonishment. It is likely that the Ottawa conversations were carried on, so far as the English representatives were concerned, without full knowledge of the facts and position, and consequently strong representations are now being made by the trade to the Government on the subject. The proposed duty amounts to 33s. 4d. per 25-gallon barrel, or about 45 per cent. of the value of the medicinal quality and about 65 per cent. of the veterinary quality. The tax would, therefore, make a substantial increase in the cost of the oil to the public. It is assumed that the policy of providing for the preferential treatment of imports of Empire goods is limited to cases where there are available adequate supplies of the product of a satisfactory quality, and what is perhaps the most important point, where the industry is controlled, financially and in other respects, by Empire interests.

The Newfoundland Industry

The proposal further to tax the Norwegian oil is to assist the marketing here of the Newfoundland oil, and under ordinary circumstances it might well be considered desirable that a tax of some degree should be imposed on foreign oil. Unfortunately, the circumstances do not appear to justify the proposal. In the first place the Newfoundland industry has existed almost solely for the purpose of supplying the American market. This is confirmed in a Government report on the economic conditions of Newfoundland, issued in June 1931, which states: "Fully 80 per cent. of the oil refined in Newfoundland is exported to the United States." The production of Newfoundland oil for the year 1929-30 was 163,800 gallons, of which 80 per cent. was shipped to America, 14 per cent. to Canada, and 5.8 per cent. to the United Kingdom. The imports into this country, therefore, totalled roughly 8,000 gallons, or 320 barrels. Our normal annual requirements are about 20,000 barrels, or 500,000 gallons. These figures clearly indicate that the Newfoundland industry would be quite incapable of catering for even a small proportion of our yearly requirements. It may not be realised that the Newfoundland fishing does not commence till June or July, and that, in consequence, the resultant oil would not be available here till the late autumn, which would be too late for the manufacturing chemist's business. The Norwegian fishing commences in February, and the new oil is available here by May.

An industry may be domiciled within the Empire and, at the same time, be controlled by foreign interests. The Government will no doubt satisfy themselves on this important point in this instance, and should they find that the Newfoundland refineries are controlled financially by foreign interests they will no doubt reconsider their proposal to seek power to provide preferential treatment. They will no doubt also bear in mind that English firms have refineries in Norway and that they would be severely penalised under the proposal.

While it would serve no useful purpose to discuss the comparative qualities of the Newfoundland and Norwegian oils, there can be no doubt that as regards palatableness and standardised quality the Norwegian is not only preferred in this market, but for the emulsions and for making up with malt and other products it is the only one that would be marketable to the public in this country.

The imposition of a duty of the amount proposed, or anything approaching it, would drive to the Continent a very substantial and regular re-packing and re-exporting business in cod-liver oil, which has been carried on for many years in this country. We have exceptional connections with India and the East generally, and the duty would make it impossible to compete with Continental exporters. The use of cod-liver oil in this country has increased of late years, and to no small extent it has become a foodstuff particularly popular with the working-class.

While there is much that favours the principle of a system of preferential treatment of merchandise produced in and consigned from the Empire, it should not include instances where on the one hand, the Empire source is not capable of meeting our normal requirements; and if, on the other hand, the industry is found to be controlled by foreign interests, the imposition of a heavy import duty on foreign goods, in order to provide the preference for the Empire goods, should not inflict hardship and injury on the established trade and consumers in this country.

The Government will no doubt consider the question rather more thoroughly than did their representatives at Ottawa, and it will be surprising if they do not find ample evidence to satisfy them that this is not a case for attempting to foster inter-imperial trade.

Ways of Increasing Sales

RENT and labour are the two most important items of selling costs to-day. While it is usually impossible to reduce one's rent, there are ways and means by which increased value can be obtained from the space for which rent has to be paid. Floor and wall space costs a considerable part of the total rental, and to waste such space is to waste the money at which it should be valued. In these days of high rentals each square foot of floor and walls must be utilised to the best advantage for bringing goods to the notice of customers. Clever planning of floor and wall fixtures costs less than haphazard arrangement, and will increase sales. Look round and see where you can add a new display case. There may be some vacant corner, a space on the walls, or at the door of your pharmacy, where an inexpensive fitment will quickly pay for itself. New fixtures and equipment do more than help in the good display and easy handling of stock—they impress customers and convey the idea that you are keeping up-to-date.

A Good Slogan

"Show more—sell more" is a good slogan to keep in mind. Goods tucked away under the counter or in the back shop will in most instances hang fire. Put them in the window, on the front counter, or in a showcase. Affix a card with a few words of selling talk and price plainly marked, and thus help to turn your slow-moving stock into cash. The real salesman hardly ever rests. He is continually changing the displays in windows and shop, replacing showcards and price tickets, and endeavouring to obtain 100 per cent. value from the space for which he pays in rent. I remember, some years ago, calling on a chemist in a country town who was noted for quick cash turnover. It was early evening. The two assistants were hard at it serving customers, while the proprietor busied himself building up a counter display of three special lines, and chatting to customers about the goods he was handling. I remarked on the fact that he was not serving people though the shop was full; to be met with the reply that he displayed the goods, talked to the customers, and made the sales, leaving the handing of the goods over the counter to his assistants. He appeared to be known to everybody who came into the shop, and his seemingly idle talk certainly persuaded customers to buy things they had not come in for. His method may not be applicable in every pharmacy, but I often think of the way this chemist got in front of the counter and sold the goods.—HERBERT E. KENDRICK.

New N.H.I. Contract Negotiations

WE have been favoured by the secretary of the National Pharmaceutical Union (Mr. G. A. Mallinson) with a copy of circular U.L.237, in which the present position with regard to a contract which should take effect from January 1, 1933, is explained, and correspondence between the Union and the Ministry of Health is printed.

The correspondence opened with a letter, dated July 9, and comprising twenty paragraphs, from the Ministry, arguing, after an analysis of Clause 4 (4) of the present terms of service for chemists, that the absence of such a provision will not materially affect the stability of the chemists' central fund, and that all the Minister is concerned, or indeed entitled, to say under this head is that his sole responsibility within the limits of the Medical Benefit Regulations is "to see that an adequate and efficient pharmaceutical service is available for insured persons." This letter was briefly acknowledged on July 12 by the secretary of the Union, with an expression of regret at its tenor.

Next followed two letters from the Ministry, both dated July 25. The shorter letter, signed by Mr. Michael Heseltine, dealt with the Union's suggestion, made in the course of a preliminary discussion, that the Minister should hold in reserve, until the results of the working of the central fund during the new period are known, a sum equal to the difference between the amount of any surpluses in the fund on the new basis and the amount which the surpluses would have reached on the old basis, this sum to be applied, so far as necessary, in recouping chemists for any deficit in the fund. The suggestion was not accepted. The second letter, consisting of forty-one paragraphs and signed by Sir Arthur Robinson, set forth the position at that date from the Ministry's point of view. The first ten paragraphs reviewed the financial results of the 1927 agreement, ending with the statement:—

"It will thus be seen that . . . the fund exceeded the amount of chemists' accounts by £41,406 in 1928, £196,572 in 1930, and £196,275 in 1931; and was in deficit in 1927 by £123,643. In the remaining year the fund was made up to the amount of the accounts; so that taking the period of five years as a whole chemists received in surplus payments £310,610, or after allowing for the emergency reduction made as from October 1, 1931, £279,367."

The next eight paragraphs of the letter surveyed "the relevant alterations in the financial position since it was entered into," and the remainder indicated the main points which the Minister "thinks should be agreed upon in determining the terms of service for insurance chemists as from January 1, 1933."

The Executive's Offer

Those points were considered by the N.P.U. Executive, and on July 29 the secretary sent a reply, the main passages of which are as follows:—

"My Executive instructed me to write saying that they still feel the inclusion of Clause 4 (4) of the terms of service is necessary to secure equitable conditions for chemists and to ensure a satisfactory standard of service throughout the country. They respectfully suggest, therefore, that the decision communicated in your letter [of July 9] should be reconsidered They accept the suggestion contained in your letter [of July 25], that a reasonable limitation of surpluses in view of past experience is justifiable, but my Executive cannot agree that the proposals submitted by you are a limitation of surpluses. They appear to the Executive, after carefully examining the possible results, to involve a definite limitation of the possibility of surpluses. . . ."

The letter concluded by suggesting the following offer for a three years' contract:—(a) That the central fund

be calculated on the same basis as at present; (b) that any annual surplus be divided equally between the chemists and the insurance funds, with a safeguarding clause covering cases of deficit in the fund.

The Ministry's Latest Terms

On August 17 a letter of ten paragraphs was sent from the Ministry, reiterating the official view on Clause 4 (4), but making the following new offer:—

" . . . The Minister would be prepared . . . to make special provision against any abnormal increase in the amount of the accounts for any year during the period of the proposed agreement by undertaking that one-half of the difference between the annual amount of the fund as determined on the new basis, and what would have been its annual amount had it continued to be determined on the present basis, shall be regarded as applicable for the purpose of payments to chemists in respect of dispensing fees . . . so far as the residue of the fund, after the cost of drugs and appliances supplied by them during the year . . . has been met, may in any year be insufficient to enable those fees to be paid in full."

The remainder of the circular is devoted to comment on the correspondence. It is stated that the N.P.U. Executive does not intend to take the Ministry's ruling on Clause 4 (4) as final, and that the N.H.I. Committee of the Union regards the Ministry's monetary terms as the best that can be secured. A conference of representatives from Pharmaceutical Committees will be held on September 28.

New Books

Allen, H. S.—*Electrons and Waves*. 7½ in. by 4½ in. Pp. 336. 8s. 6d. Macmillan & Co., Ltd., St. Martin's Street, London, W.C.2. [Based mainly on lectures delivered in St. Andrews University. The use of mathematical symbols has been reduced to a minimum, with the object of enabling non-mathematical readers to grasp the arguments without entering more deeply into the subjects discussed. There are numerous illustrations.]

Neave, F. G., and Turner, G.—*The Law Relating to Injuries to Workmen*. 7½ in. by 4½ in. Pp. 172. 6s. Effingham Wilson, 16 Copthall Avenue, London, E.C.2. [This is the fourth edition of a manual which first appeared in 1903. The scope of former editions has been enlarged by the addition of references to cases mentioned as illustrations of legal points. A table of cases has been appended, and the provisions of the Workmen's Compensation Acts, 1925 and 1926, and the Workmen's Compensation (Transfer of Funds) Act, 1927, have been embodied.]

Lowry, T. M.—*Inorganic Chemistry*. Second edition. 8½ in. by 5½ in. Pp. 1,101. 25s. Macmillan & Co., Ltd., St. Martin's Street, London, W.C.2. [The fact that Professor Lowry's preface to his second edition is considerably longer than that of its predecessor of 1922 is to some extent a measure of the important developments in inorganic chemistry that have taken place in the meantime. Among these he mentions the recognition that formulas which represent nitrogen as linked directly by bonds to five other atoms have been proved to be erroneous; the issue of an international table of atomic weights, resulting in the revision of fifty-five out of eighty in the earlier edition; and the x-ray analysis of crystals. The volume is fully illustrated, and the general arrangement, including the convenient "Summary and Supplement" at the end of each chapter, has been retained. It is believed that it covers all the requirements of Pass and Honours students for a degree.]

THE advantage of long-distance telephony was exemplified on August 26 in an inquiry that came to our editorial department from Brisbane, Australia.

The Resins and Balsams of the British Pharmacopœia, 1932

By Ernest J. Parry, B.Sc., F.I.C.

THE chief note which runs through many of the monographs on resinous materials of the new Pharmacopœia is timidity—a fear to use standards; so that any text-book one may pick up which deals at all seriously with this group of bodies is of far greater value than the latest authority, the British Pharmacopœia.

ASAFETIDA.—This gum-resin, which in commerce is certainly the product of species of *Ferula* other than those named in the Pharmacopœia, and which should not be included by the words "or other species of *Ferula*," is protected by the well-known fluorescein reaction from adulteration with galbanum. Incidentally galbanum is not the only resinous material giving this reaction. A reasonable ash limit of 15 per cent. is imposed, and a limit of insoluble matter of 50 per cent. is given. In an authoritative text-book these requirements take two lines to state. It takes eleven lines of quite unnecessary detail to convey practically the same information in the Pharmacopœia.

BALSAM OF PERU.—Under "test for identity" a specific gravity 1.140-1.170 is given. The extremely high refractive index is at least as good a "test for identity," and should have been included. The method of assay of this balsam only covers the saponification value of the "cinnamoin," but not the amount of "cinnamoin," although the operator is properly instructed to weigh the balsamic ethers, as he must do for the purpose of calculating the saponification value. When the assay is directed to be carried out on one gram, it is unfortunate that the expression "each grammes of the residue requires not less than 8.4 millilitres of $N/2$ alcoholic potassium hydroxide for complete saponification," should be used, when the whole residue weighs, of necessity, much less than one gram. The acid and ester values of this substance should have been included as controlling tests, and a test for colophony might have been included with advantage.

BALSAM OF TOLU.—Acid, ester and saponification values are included; they are to be calculated with reference to the dry alcohol-soluble matter—why, it is not clear, since the determination is to be carried out on the actual sample, and not more than 4 per cent. insoluble in alcohol is allowed. A qualitative test is included for colophony. Why the determinations of acid, ester and saponification values are "tests for purity," whilst the methods for determination of total balsamic acids and free balsamic acids are "assays," is not made clear.

BENZOIN.—The reduction of the ash limit to 2 per cent. is too stringent, and will exclude many good samples of benzoïn. The acid and ester values, which are to be determined on the sample, but calculated to the alcohol-soluble matter, will certainly exclude many pure samples of both Siam and Sumatra benzoïn.

COLOPHONY.—The acid value of colophony is the only quantitative test given. As the iodine value is such a definitely established figure for this resin (on reference to laboratory notes I find this figure has been determined in my own laboratory on not less than 50,000 tons of produce, and money allowances been made entirely on the iodine value of colophony), it is somewhat surprising that it has not filtered through, as a standard figure, to the Pharmacopœia. The very low ester values should have been included also.

COPAIBA.—The refractive index of the balsam and of the essential oil should have been included, and the acid value of the resin should have had 170 as its upper limit instead of 160. A specific gravity of 0.960 is, to say the least, quite low enough, with a minimum of 50 per cent. of solid residue.

EXTRACTUM FILICIS.—There are two standards for this article. It is stated to contain 25 per cent. of filicin, and is then further limited to 24-26 per cent. The filicin is to be determined, and then: "add, if necessary a sufficient quantity of olive oil to produce an extract of the required strength." This extraordinary monograph leaves one in the following position. A manufacturer or buyer assays his extract of male fern, and finds it to contain, say, 26 per cent. of filicin. He can now do which he likes: (a) Sell it as it is, as Extractum Filicis B.P., or (b) add 8½ lb. of olive oil to 100 lb., and still sell it as Extractum Filicis B.P. The refractive index is well below that established by the writer, and by Harrison and Self. Acid and saponification values are well established, and should have been added. It is quite definitely an offence to sell ext. filicis adulterated with olive oil as extract of male fern on September 1. My intelligence may be very limited, but I have failed to find a scintilla of evidence which allows the compilers of the British Pharmacopœia to legalise this act on October 1.

MYRRH.—The identity test is, of course, answered by a highly adulterated myrrh. The only quantitative tests are ash and insoluble matter limits, together with the really extraordinary "It contains not more than 4 per cent. of other organic matter." There is not the slightest hint of what this is, or how it is to be determined, although it must include such substances as false myrrh, etc.; but one may have a shrewd suspicion it really means organic "dirt"! Considering the well-established acid and ester values, it is remarkable that neither figure has been included.

PODOPHYLLIN.—This resin includes the product of *Podophyllum peltatum* and *P. emodi*. The ammonia solubility test for the former is not more than 10 per cent. of insoluble matter, and for the latter not more than 50 per cent. Why two such different substances should be included in one monograph, under one name, is simply inexplicable. Acid and saponification values are well known, and should have been included—the two substances, of course, being dealt with under different names in separate monographs.

SCAMMONY RESIN.—This resin is to be obtained only from *Ipomœa*. There is a test given for the amount of ether-insoluble resins. It reads as follows:—"Weigh one grammes, finely powdered, in a tared dry 100-millilitre flask, add 50 millilitres of freshly redistilled ether, shake vigorously for fifteen minutes, and allow to stand overnight; pour off the ether solution into a dry flask, wash the residue with 10 millilitres of the ether, and dry at 100°; the weight of the residue does not exceed 0.4 gram (limit of ether-insoluble resins)." The italics of the word "the" are the writer's. What does this word mean? The acid value of the ether-soluble resins (to be calculated according to instructions which an apprentice in his first year would scarcely require) is not to exceed 30, and then occur the words "(limit of colophony)." What do these words mean? Is any colophony to be present? If not, why "limit" of colophony. It can only be assumed that the compilers really meant to say that the limit of 30 as the acid value was meant to be a safeguard against the presence of colophony.

STYRAX.—The values given for this substance agree reasonably well with accepted figures. No specific gravity is, however, given. It is, of course, no part of the Pharmacopœia's business to say that styrax purified by methylated spirit is "B.P." if the law has been observed, but is not "B.P." if the law has not been observed. This is, however, the literal effect of the wording of the footnote.

Trade Notes

A NEW CARTON for Nipits pastilles is advertised in this issue by Teasdale & Co., Ltd., Carlisle.

SWAN MILL PAPER CO., LTD., Old Dockyard, Albion Road, Woolwich, London, S.E.18, offer to supply chemists' requirements in crêpe paper or paper wettes. Samples and prices will be sent on application.

LEYLAND & THOMAS, West Derby, Liverpool, call attention, in our advertisement pages, to Bettons Vegetable Stomach Pills and Bettons Wormine, both of which lines are now obtainable from the principal wholesale houses.

CRÈME SIAMOISE.—Charles Roger Laboratories, Ltd., 15 Great James Street, London, W.C.1, in their advertisement in this issue, announce that Crème Siamoise is now being manufactured in England. Prices are given and chemists are invited to write for special display terms.

KNIGHT'S CASTILE SOAP.—John Knight, Ltd., London, E.16, announce, elsewhere in this issue, important changes in size and packing of Knight's castile soap. Although now larger and more elegantly packed, the soap remains unchanged as regards price and quality. A national advertising campaign is about to be launched.



TURKNIT FACE CLOTHS have been introduced recently for removing face creams and cosmetics. They are made of soft cotton and are stated to possess high absorbent power. Neatly wrapped in cellophane, this product is obtainable through the usual wholesale channels.

ONE of the most powerful forces in salesmanship today is the illustration, and the most powerful type of illustration is a photograph. Manufacturers who desire to make use of this form of advertising cannot do better than study a beautifully produced magazine called "Photography in Commerce and Industry." It is issued quarterly by Kodak, Ltd., and will be sent free of charge to anyone interested.

GILLETTE INDUSTRIES, LTD., 197-207 City Road, London, E.C.1, draw attention to the compelling advertisements now appearing in the leading national and provincial papers for the new English-made Gillette slotted blades. An excellent opportunity, it is suggested, is thus afforded the chemist to link up by means of window displays with this campaign.

GRIPS PASTILLES.—We are asked by Lightbowns, Ltd., Accrington, to call our readers' attention to an error of price in their advertisement in last week's issue announcing the new display stand for Grips pastilles. The price then given as 27s. should have been 27s. 6d. It will be remembered that this display stand comprises two 5-lb. boxes at 11s. 6d. and one dozen 6d. boxes at 4s. 6d., which, together with the stand, are available for 27s. 6d., carriage paid, in the British Isles.

HOWARDS' ASPIRIN TABLETS.—Howards & Sons, Ltd., Ilford, announce a special bonus during September and October for Howards' aspirin tablets. In addition, however, to the forty-eight rod-bottles of tablets which are being given free with two-gross window display orders, Messrs. Howards are presenting one dozen new packages of Howards' aspirin tablets free also. This new package consists of a round screw-top Beetle box printed in gold on the bottom and elegantly packed in gold coloured outer cartons of twelve each, suitable for the chemist's counter. The new box is likely therefore to be another welcome "best-seller" to the chemist. The prices show a very good margin of profit to the retailer.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," August 17, 1932.)

- "VENOMENE"; for human use in treating poisonous insect bites (3). The Venomene Co., 18c Carlingford Road, London, N.W.3.
 - "PRELOBAN"; chemical substances prepared for use in medicine and pharmacy (3). By Bayer Products, Ltd., 31-34 Basinghall Street, London, E.C.2.
 - "SUNDOWN"; chemical substances prepared for use in medicine and pharmacy (3). By F. C. Calvert & Co., Ltd., Tower Chemical Works, Bradford, Manchester. 533,513.
 - "TECHNICO"; for flasks, pipettes, burettes and cylinders of glass (8). By A. Gallenkamp & Co., Ltd., 17-29 Sun Street, and 1-3 Clifton Street, London, E.C.2. B532,343.
 - "RYLO"; for sanitary towels (11). By Rylands & Sons, Ltd., 6 High Street, Manchester. 533,130.
 - "CHOCOCITHIN"; edible oils and lecithins for use as ingredients in food (42). By Dansk Sojakagefabrik Aktieselskab, 24 Islands Brygge, Copenhagen S. 531,133.
 - "DEXIN"; a dextrin carbohydrate food for infants and invalids (42). By The Wellcome Foundation, Ltd., 67 Holborn Viaduct, London, E.C.1.
 - "GOLDFISH"; for common soap and detergents (not polishing or abrading preparations) (47). By Cussons, Sons & Co., Ltd., Kersal Vale Works, Kersal, Manchester. 533,251. Also for the same purposes, "BONOR," 533,283; "KEBB," 533,286; "SIMOON," 533,289; "CACHUCA," 533,333; "FAKIR" (with illustration), 533,335; "CATERPILLAR," 533,401; "SUZERAIN," 533,404; "BUZZER," 533,418; "RETRIEVER," 533,444; "AGRICOLA," 533,477; "MENZA," 533,478; "EARLY BIRD," 533,479; "HACIENDA," 533,480; "EXPOSURE," 533,481; "OLD ABBEY," 533,559; "NAUTICAL," 533,560; "KARMOTOL," 533,619; "TRAPEZE," 533,633; "ACHILLES," 533,638; "PANDEAN," 533,676; "NOOK-AND-CORNER," 533,445.
 - FACSIMILE SIGNATURE "PAUL GORE"; for perfumery (48). By F. A. G. P. Gore, 29 St. James's Place, London, S.W.1. 533,189.
 - "FUO"; for perfumery (48). By Barnängens Tekniska Fabrikers Aktiebolag, Alvik 2, Stockholm. 531,320.
 - FACSIMILE SIGNATURE "ALEX. C. MACLEAN"; for perfumery (48). By Macleans, Ltd. [Brentford, Middlesex]. 532,470. (Associated.)
 - "GLEDAL"; for perfumery (48). By Single Dalby & Co., 42 Oldham Road, Manchester. 533,151.
 - "WINDMILL"; for brushes (except artists' and metal brushes) (50). By The Briton Brush Co., Ltd., Wymondham. 533,703.
- (From "The Trade Marks Journal," August 24, 1932.)
- "PEREGAL"; for all goods (1). By I.G. Farbenindustrie A.G., Mainzerlandstrasse 28, Frankfurt-on-Main, Germany. 533,394.
 - "VERNUSCAL"; for insecticides (2). By Société des Vermènes, 46 Rue du Bac, Asnières (Seine), France. 533,077.
 - "BANNIPAL"; for all goods (2). By P. Bannister, 17 Billing Road, Pemberton, Wigan. 533,652.
 - "QURPINE"; for medicinal chemicals (3). By L. G. Stone, 110 Cannon Street, London, E.C.4. 530,512. (Associated.)
 - "SULFODERM"; for medicinal chemicals (3). By Chemische Fabrik Von Heyden A.G., 57 Leipzigerstrasse, Radebeul, near Dresden, Germany. 532,424.
 - "DERMICURE" on label design incorporating initials "J. N." ("Dermicure" disclaimed); for medicinal chemicals (3). By J. Nicholson, 59 Penge Road, South Norwood, S.E.25. 532,446.
 - "FERROGLANOID"; for medicinal chemicals (3). By Armour & Co., Ltd., St. Martins-le-Grand, London, E.C.1. 533,581. (Associated.)
 - "FEMIVIR"; for medicinal chemicals (3). By The Anglo-French Drug Co., Ltd., 11 and 12 Guilford Street, London, W.C.1. 533,790.

Births

Notices for insertion in this column must be properly authenticated.

CHALLINOR.—At the War Memorial Maternity Home, Castleford, on August 26, Marjorie, the wife of Charles S. Challinor, M.P.S., of a son.

Marriages

HIBBS—TAYLOR.—At Canal Street Primitive Methodist Church, Stalybridge, on August 16, C. A. Leslie Hibbs, chemist and druggist, Ashton-under-Lyne, to Marion Taylor.

SWIRE—SMITH.—At St. Columba's Church, Great Horton, Bradford, on August 29, by the Rev. E. W. Rowlands, Frank Harland Swire, chemist and druggist, younger son of Mr. C. H. and the late Mrs. Swire, Halifax, to Lucy Smith, only daughter of Mr. and Mrs. Edwin Smith, Ash Mount, Bradford.

Deaths

LYONS.—On July 31, John Carson, only and dearly loved son of Captain J. K. Lyons, M.P.S., M.P.S.N.I., 182 Coldharbour Lane, London, S.E.5, and Mrs. Lyons, aged one year and eight months.

MAIR.—At 32 Braid Hills Road, Edinburgh, on August 30, Isabella Jane Urquhart, beloved wife of Mr. William Mair, F.C.S., F.R.G.S., aged sixty-five.

PHILLIPS.—At Battlebridge, Essex, on August 29, Mr. Walter Stanleigh Phillips, for many years connected with the Mincing Lane drug trade, aged sixty-eight. Mr. Phillips first entered the City at the age of eighteen with his father's firm, Jenkin Phillips, and later joined Bowyer & Bartlett, afterwards taking up the management of the drug department with A. Tooley & Co., Ltd. He had been a member of the Commercial Sales Rooms for many years, was a regular attendant at the drug auctions, and was well known and respected throughout the trade. The funeral took place at Battlebridge on September 1.

STEPHENS.—At Walton, Liverpool, on August 19, Mr. Eric George Stephens, chemist and druggist, aged thirty-four.

WOOLLEY.—At his residence, 11 Springfield Road, Leicester, on August 25, Mr. George John Blennerhassett Woolley, J.P., retired dentist, chemist and druggist, aged eighty-five. Mr. Woolley was the only son of the late Dr. G. N. Woolley, Backden, Huntingdon. He commenced business in Leicester in 1879, and established a very successful connection. At the funeral, which took place on August 27, the congregation included Mr. S. F. Burford, Ph.C. (a former city analyst), Mr. H. Hutton, Ph.C., and Mr. G. H. Remington (secretary of the local branch of the National Pharmaceutical Union, which body also sent a wreath). A tribute to Mr. Woolley was paid by the presiding magistrate at Leicester City Police Court on August 25.

Personalities

MR. JOHN W. ROYLE (Ingram & Royle, Ltd.) has sailed for Sydney, N.S.W. Mr. Royle expects to be back in London early in 1933.

IN the "Tradesmen's Turn-out" at the recent Milford Haven carnival, the second prize was won by Mr. W. F. Johnson, chemist and druggist.

AT the marriage of Mr. Leslie Parkinson, chemist and druggist, to Miss Agnes Baines (announced on this page), the bride was given away by her brother, Mr. F. C. Baines, Ph.C., and the best man was Mr. G. S. Parkinson, chemist and druggist.

THE following staff changes have been announced by Allen & Hanburys, Ltd.:—Mr. C. W. Maplethorpe, F.I.C., Ph.C., has been appointed manager at Ware Mills to succeed the late Mr. H. W. Radford; Mr. J. Ferraby, M.P.S., will succeed Mr. Maplethorpe in charge of the manufacturing laboratory at Bethnal Green, and will be assisted by Mr. John C. Hanbury, B.A., B.Pharm.

A CABLE from Montreal informs us that at the recent Toronto Canadian-American Pharmaceutical Convention Mr. F. Gladstone Hines (president of the Pharmaceutical Society of Great Britain) and Mr. Herbert Skinner (chairman of the British Pharmaceutical Conference) were elected honorary members of the American Pharmaceutical Association. We learn from another correspondent that Mr. T. Marns, who has been addressing the Convention on pharmacy law, was leaving Montreal for Liverpool in the s.s. "Duchess of Atholl" on August 30.

Business Changes

MR. F. KING, chemist and druggist, has opened a business at 40 Peach Street, Wokingham.

MR. G. S. DAYKIN, chemist and druggist, has taken over the business of the late Mr. H. G. Fletcher, chemist and druggist, Eckington.

THE new address of Superfloro (1929), Ltd., manufacturing perfumers, is 100 High Holborn, London, W.C.1, Telephone: Holborn 9567.

MR. H. CORNTHWAITE, chemist and druggist, has purchased the business of Mr. G. F. Leighton, chemist and druggist, at 485 Glossop Road, Sheffield.

ASTROPINE, LTD., manufacturing chemists, are removing from 110 Cannon Street, E.C.4, to 5 Leonard Street, London, E.C.2, as from September 2. Telephone: Clerkenwell 7186.

Wills

MR. FREDERICK RISELEY BOWER, Cinderford, chemist and druggist, senior director of Bower & Sons, Ltd., chemists, who died on March 9, left £4,963, with net personalty £1,910.

MR. ARTHUR WILLIAM BERESFORD, 155 Minstead Road, Erdington, Birmingham, chemist and druggist, who died on December 12 last, aged fifty-three, left £3,351, with net personalty £1,045.

MR. HENRY STACEY HALL, 42 Greenhill Street, Greenheys, Manchester, chemist and druggist, who died on March 2 last, aged seventy-six, left estate gross value £7,452, with net personalty £6,237.

MR. THOMAS PATRICK WHELEHAN, Earl Street, Mullingar, co. Westmeath, pharmaceutical chemist, who died on July 3 last, left personal estate in England and the Irish Free State valued £4,022.

MR. ALFRED CLEMENTS, Market Street, Cootehill, Cavan, Irish Free State, chemist and druggist, who died on September 23 last, left personal estate in England and the Irish Free State valued at £3,748.

MR. DAVID VAUGHAN, J.P., Glyndale, Morda Road, Oswestry, retired chemist and druggist, who died on April 15, aged ninety-two, left estate of the gross value of £1,569 16s., with net personalty £948 2s.

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Bermondsey
1141

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Australia; Auckland, New Zealand

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

E/293. Combinal for insect bites	C/308. Meadowsweet talcum powder
B/318. Dentex dental plate brush	M/298. Radiosan
B/298. Gynamin	E/298. Solyogon
G/318. Hilarren beauty products	H/188. Somos sports bandage
	A/308. Sulphoderm powder

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A Problem in Legal Interpretation

THE question of the legality of the standardisation of drugs was raised some years ago by Mr. E. J. Parry in the second volume of "Food and Drugs." In a criticism of the resinous bodies of the new British Pharmacopœia the same writer again raises the same question. Briefly, the question amounts to this: What right has the authority responsible for the publication of the British Pharmacopœia to direct—and therefore aid and abet—the pharmacist to commit an offence under the Food and Drugs (Adulteration) Act? In the first place, it should be remembered that the only "statutory authority" which the British Pharmacopœia can claim is that which entitles it to carry out the provisions of Section 54 of the Medical Act, 1858. As a published work its authority is not statutory except in so far as "Any Act of Parliament, Order in Council, or custom relating to any such last-mentioned pharmacopœias shall be deemed, after the publication of the British Pharmacopœia, to refer to such pharmacopœia" (25 & 26 Vict. Cap. 91).

The Authority of the British Pharmacopœia

The statutory authority of the Pharmacopœia is therefore confined to the enactment that "the General Council shall cause to be published under their direction a book containing a list of medicines and compounds, and the manner of preparing them, together with the true weights and measures by which they are to be prepared and mixed, and containing such other matter and things relating thereto as the General Council shall think fit, to be called 'The British Pharmacopœia.'" We may pass on to certain of the sections of the Food and Drugs (Adulteration) Act, 1928. At Section 34 we find, under "Definitions":—"The expression drug includes medicine for internal or external use." It should be noted that the definition of "drug" is not restricted to drugs for human use, as is the case with the definition of "food." Section 1 provides, *inter alia*, that:—

No person shall mix, colour, stain or powder, or order or permit any other person to mix, colour, stain or powder, any drug with any ingredient or material so as to affect injuriously the quality or potency of the drug, with the intent that the article (of food) or drug may be sold in that state.

This is a clear-cut offence, to which the section provides only one defence, namely, ignorance that the substance was so mixed. The following question may therefore be asked: Is extract of male fern, the extract of the natural product which has for years been known as a drug and sold in its pure

condition as such, and which has been notoriously adulterated with fatty oils, "a medicine for internal or external use"? If the answer to this is "No," we have nothing more to say. If the answer is "Yes," then the British Pharmacopœia directs extract of male fern which contains over 25 per cent. of filicic acid (or is it 26 per cent.?) to be mixed with a fatty oil, and so reduced as to contain 25 (or 26) per cent. of filicic acid. And as a logical conclusion it has led to an offence under the Food and Drugs (Adulteration) Act, for which the only defence is ignorance that the drug was so mixed. It appears to us that there can only be two answers suggested to the position which is thus apparently created. If it could be argued that by the publication of the Pharmacopœia any well-recognised drug ceases to be a drug because the compilers have so decreed, then the adulterated extract of male fern becomes the drug to be known under the old name. This argument can scarcely appeal to sensible men. Secondly, it could be suggested that the dilution of the drug had not affected "injuriously," etc. But to make this argument of any weight, it would have to be said that the words of the section ought to read: "So as to affect any person injuriously on account of the quality or potency of the drug." This is, of course, ludicrous; the words are quite clear that it is the quality or the potency of the drug which is to be affected injuriously.

Possible Consequences

As a practical result of this "omnipotence" claimed by the compilers of the British Pharmacopœia to drive a coach and four through British statute law, we have the following as possible complications. A manufacturer has a parcel of extract of male fern; he assays it and finds it to contain 28 per cent. of filicic acid. It is a pure drug. If he supplies it to a retailer, who in turn sells it to a customer who asks for it *eo nomine*, and guarantees it to be "B.P.," and the retailer is summoned because it does not correspond with the pharmacopœial requirements, will he be convicted under Section 2 of the Food and Drugs (Adulteration) Act of selling a drug which is "not of the nature, or not of the substance, or not of the quality, of the article demanded by the purchaser"? If, on the other hand, he, the manufacturer, follows the directions of the compilers of the British Pharmacopœia and deliberately "mixes with the drug an ingredient or material which injuriously affects the quality or potency," will he be convicted of an offence under Section 1 of the Act? Incidentally, confusion becomes more confounded by the setting up of a double standard for this particular drug. If a parcel on assay shows 26 per cent. of filicin, the manufacturer may, according to the Pharmacopœia (as Mr. E. J. Parry points out in his criticism of this monograph), either sell it as it is, or add 8 lb. or so of olive oil to 100 lb. of the extract and still sell it as genuine extract of male fern. Such monographs emphasise the necessity of the compilers of this work consulting authorities who can advise them on their legal position.

The Kingdom of the Eagle and the Stag

A Brief Description of Mountain Scenery in the North of Scotland

By George R. Thomson, Chemist, Elgin

AS the mountain scenery of the North of Scotland may be familiar to you only by what you have heard about it, I think you will be interested in the accompanying photographs. It is a wonderful change from the atmosphere of a pharmacy to find yourself admiring in reality scenes such as these. If you will make due allowance for my shortcomings in descriptive ability, I will give you a few notes about these mountains, lochs and glens.

You will remember learning at school that Ben Nevis is the highest mountain in Britain. On this account the first photograph, which is taken in Glen Nevis, will be of interest to you. Ben Nevis is situated at the lower end of what is known as the Caledonian Canal. By the way, the use of the word "canal" conveys an entirely wrong impression of this wonderful waterway which extends right across Scotland, from Inverness to Oban. The "canal" is composed of three picturesque lochs—Loch Ness, Loch Lochy and Loch Linnhe, which nestle in a long glen of heather and tree-clad hills, down the sides of which come the rushing silvery mountain streams. These lochs are joined by short lengths of artificial canal, with means of transferring boats from the level of one loch to that of the next. Ben Nevis and the other mountains of its group are a magnificent sight for many miles around. The view from the summit covers a very large proportion of Scotland.

The Cairngorms

The next highest group is the Cairngorms, the Mecca of mountaineers in Scotland. These mountains are a few miles south of Aviemore on the main Highland road and L.M.S. rail between Perth and Elgin. Rising as they do from the heather and forests of pine trees, their setting has a charm all its own. From Aviemore you see the range divided by a V-shaped gap. This is the Lairig Ghru, a rugged mountain pass between Deeside and Speyside. On the left foreground is Cairngorm, where, in one of the corries and in some of the streams, the much-valued stones are to be found. Behind it, but out of sight, is Ben Macdui. In the right foreground is Braeriach and behind is Cairntoul. Each of these mountains is over 4,000 ft. Pharmacists who take part in the Conference outing to Braemar may see these mountains in the distance.

We will now go to Carn Eige (pronounced "age") and Mam Soul, the highest peaks north of the Canal. They are situated between Glen Cannich and Glen Affric. The latter is regarded as one of the most picturesque glens in Scotland, and it justly deserves this reputation. This district is only a few miles north-west of Inverness. Far away in the north-west of Sutherlandshire is Ben More Assynt. In this county are some wonderful mountain sights. Strange shapes and varying sizes of them appear each corner one turns. Suilven is one of them. It is one of the most difficult climbs in the country. Further south, quite near the Atlantic coast of Ross-shire, is one of Scotland's little-known mountain gems. Its name is An Teallach. Many a time when I am at home I look at my picture of it and live over again the delightful day I spent on its rugged pinnacles.

With a last wistful look at An Teallach as it fades in the distance we go round the shores of Little Loch Broom to Gairloch. On the way by road we have to negotiate the motorists' famous test hill, Gruinard.

With modern motor vehicles this, however, presents no difficulty whatever. Reaching the top one takes a rest and enjoys the delightful view of the surrounding hills and islands dotted in the broad Atlantic. Gairloch (which must not be confused with Gareloch on the Clyde) is a charming Highland seaside village. It has a sheltered bay like that of Naples. Over its waters you see in the distance the misty Isle of Skye, with its rugged mountains of volcanic origin. In another direction the impressive peaks of Torridon meet your eye, and you make up your mind to go and see them at close quarters. On the way there you have a delightful treat in store. You come to Loch Maree. If Loch Lomond is the King of Scottish lochs, then surely Loch Maree is the Queen.

Glen Torridon

Branching off Loch Maree is Glen Torridon. The mountain scenery here is, I think, more impressive than any other I have experienced. The mountains are composed of a dark reddish purple rock, the Torridon sandstone, which is particularly interesting from a geological point of view. This sandstone and the Lewisian gneiss, on which it was deposited millions of years ago, are probably the oldest exposed rocks in Europe, if not in the world. The Himalayas and the Alps are in their infancy compared with them. These mountains are said to be capped with crystals of white quartzite, which glisten in the sunshine, giving a unique effect. Many visitors to the Highlands pass the entrance to Glen Torridon when they are at Kinlochewe, at the eastern end of Loch Maree. They little realise what they have missed. Further south is the Kyle of Lochalsh, the stepping-stone for the Island of Skye. Round about it is more delightful loch and mountain scenery—that of Loch Duich and Loch Hourn. These mountains and scenes which I have endeavoured to portray are only a few out of the many awaiting you when you come to see them for yourself. Some people think the North of Scotland a long way to come. It really is not. I left London one evening with my boy at 7.30 p.m. At breakfast time the following morning our train was in Inverness-shire within sight of the Cairngorms. The mountains seemed to call us, so we broke our journey, and by mid-day were on the boulders and snow of a summit nearly 2,000 ft. up.

I cannot leave the subject of Scottish mountains without mentioning their monarchs, the eagle and the stag. Often when in the glens leading to the mountains, or on the higher levels, the eagle is seen gliding majestically through the clouds. His wide outstretched wings show no sign of movement for long distances. Then he gives two or three slow flaps and away he goes again till he is lost in the clouds or the rocks of some forbidding precipice. The herds of deer are often seen in the forests and right up to the tops. The stags are usually accompanied by several hinds. Once they become aware of the presence of a stranger they stand and gaze in his or her direction for a few moments. Then they scamper off, with graceful movement, until they disappear over the brow of a hill, or are to be seen threading their way up narrow tracks in the rock faces of the mountain.

Finally, let me give honour to whom it is due. The photographs are the work, or rather the inspired art, of Mr. Robert M. Adam, of Edinburgh. It has been a real pleasure to me to see them, and still greater to have had the opportunity of letting you see them as well.

In the
Kingdom
of the
EAGLE
and the
STAG

Photographs by
ROBERT M. ADAM
DUNBURGH

On the Right, Meall
Cumhann with Glen
Nevis in the fore-
ground. Below, the
range of An Teallach,
Wester Ross.





Loch Torridon & Glen Coe

Above, thunder clouds on Liathach, Loch Torridon. *Right*, the Glen Coe Mountains from North Ballachulish; Bidean nam Bian, the summit, in the centre. *Below*, "Reflections," Loch Torridon, with summit of Liathach on the left of the photograph.





The
Cairngorms & Strathspey

Left, Cairn Lochan, through the old forest of Glen More, Strathspey. Above, Beinn Muich Dhui (Ben Macdhui) with Loch Avon, Cairngorm Hills. Below, Winter on the Cairngorm Hills; a view of the Larig Pass and Rothiemurchus Forest.





Springtime in Glen Affric

*Left, Loch Affric with
summit of An Tudair
(spur of Mam Sodhail)
Below, Springtime in
Glen Affric. Sgurr na
Lapaich on the right
and the River Affric in
the foreground.*



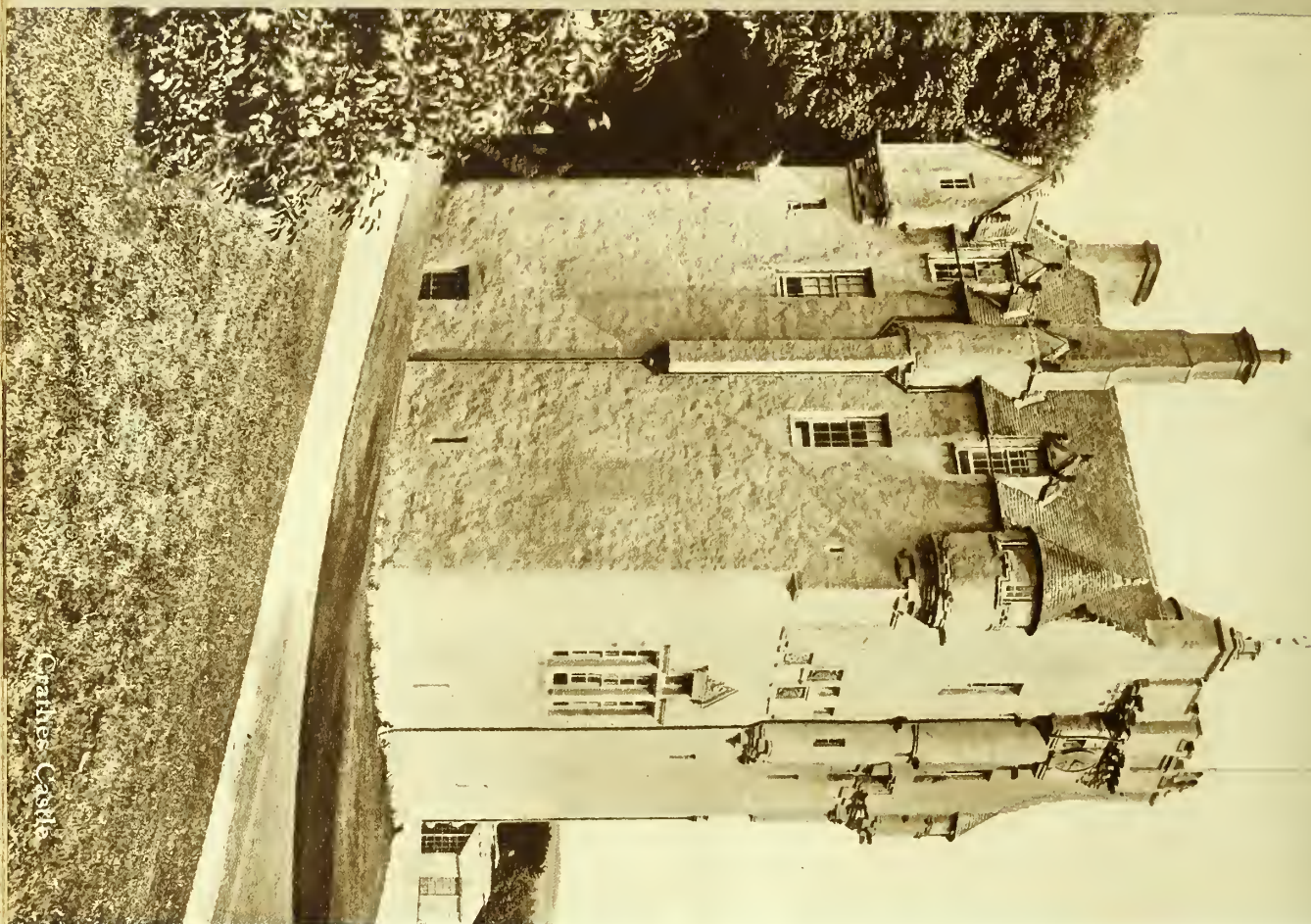
SCENES ON DEESIDE



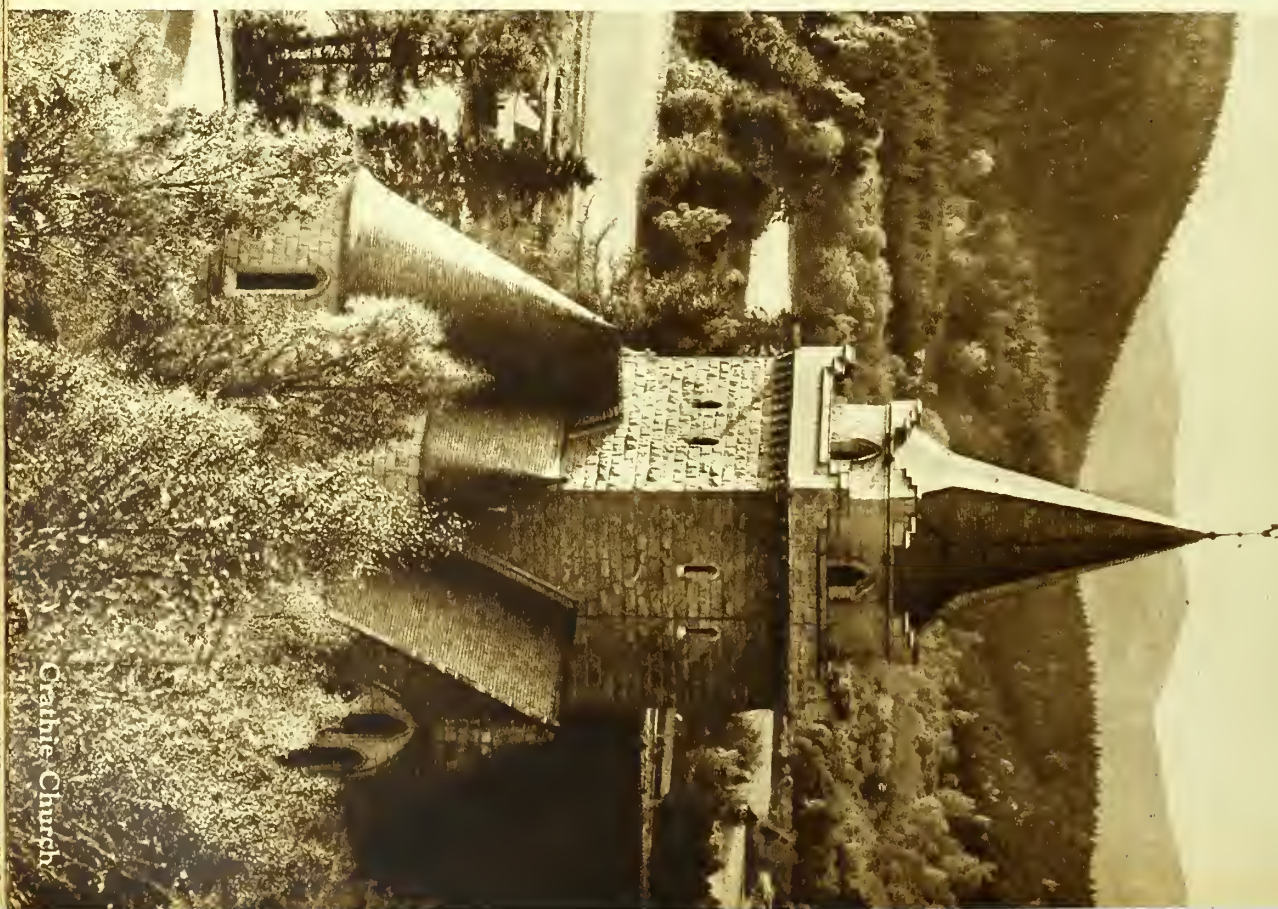
Balmoral Castle
from the River



Aboyne Castle



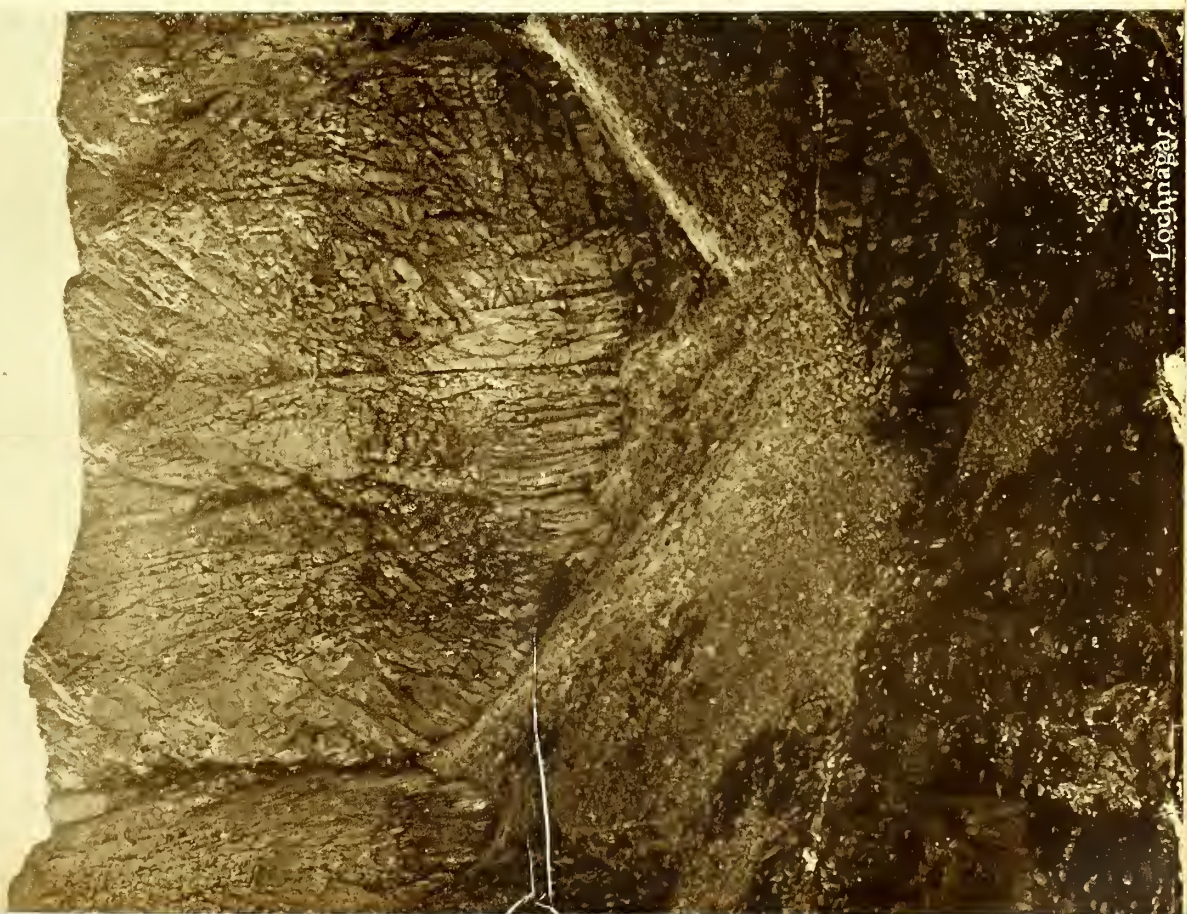
Crathie Castle



Crathie Church



Linn O Braemar



Lochnagar



Banchoy Ternan
and Hill of Fare



Craigendarroch and Pass of Ballan
from Panpanich

Braemar and Royal Deeside

By William Diack

Descriptive notes on the scenery and the historical associations of the route of the Conference excursion on September 15

THE Queen knows a thing or two, I perceive; she has picked out the finest habitable spot in Britain." Thus Robert Louis Stevenson—bubbling over with enthusiasm—wrote to his friend Dr. A. H. Japp on the occasion of his memorable visit to Braemar in the autumn of 1881; and his breezy words sum up the impressions of a nameless multitude of visitors to the hills and glens of Deeside: "the very wale of Scotland," not even bar Tummelside!

The Dee has a notable niche in the history of Scotland, and over every ben and every glen hangs the halo of romance. The Rev. Dr. Walter C. Smith has said of the fertile straths of Buchan that "every hamlet has its song and every burn has ballad lore," and the words are even more applicable to Royal Deeside than to that other part of Aberdeenshire where Ugie winds through Buchan braes. Deeside's link with Royalty is centuries old. It was the hunting ground of the early Scottish kings; in "the wood of Lumphanan" Macbeth was slain by Malcolm Canmore; on the rugged slopes of the Hill of Fare the forces of Mary Queen of Scots, under the Earl of Moray, routed Lord Huntly and his men. In more recent years Queen Victoria discovered something of the romance as well as on the salubrious virtues of Upper Deeside, and the close association with the Royal family is, of course, continued by the present Laird of Balmoral.

The river rises in the very bosom of the Cairngorms, over 4,000 feet above the sea-level, in the south-west corner of Aberdeenshire close to its boundary with the counties of Inverness, Banff and Perth. A veritable "land of the mountain and the flood," as the Ettrick Shepherd saw it:—

"Beyond the grizzly cliffs that guard
The infant rills, of Highland Dee,
Where hunter's horn was never heard,
Nor bugle of the forest bee,
'Mid wastes that dorn and dreary lie,
One mountain rears its mighty form,
Disturbs the moon in passing by,
And smiles above the thunderstorm."

Celtic scholars "hae their doots" as to the precise meaning of the river name, and "Dee" has been variously interpreted as the "Dark Water" and the "Double Water"—the latter a reference to the river's dual source, the Larig and the Garchary burns. But whatever the exact significance of the word, the infant Dee, born and cradled amid scenery of sublime grandeur, is linked with the picturesque from its earliest beginnings. Fed by tributaries from the mountain springs and snowfields, it grows rapidly in volume. Through hoary remains of primeval forests, with Scotland's eternal snows shimmering on either side, the swelling waters rush in a series of cascades and cataracts. Mountains beyond mountains rear their towering summits to the sky, and constitute an imposing feature of the landscape. Lower down the valley the mountains seem to recede into the distance, and their place in the immediate foreground is taken by smaller wooded heights or by undulating stretches of moorland, covered in the late autumn with a glorious carpet of purple heather. From source to sea, the river winds for fully eighty-seven miles through scenes of majestic grandeur and, on the lower reaches, of peaceful woodland beauty; and as it loses itself in the grey North Sea it carries on its bosom the shipping of a great Scottish seaport.

On the Way

Such, in brief epitome, is the story of the famous river whose winding banks will form the route of this

year's excursion. The Dee, when one first glimpses it after leaving the granite-paved streets of Aberdeen, has, of course, lost all its Highland turbulence, and is now a smoothly flowing Lowland river. Only on rare occasions, when the waters come tumbling down in heavy flood—as they did in "The Muckle Spate o' 'Twenty-nine," or, more recently, when the river flooded the countryside in 1921—does the Lowland Dee reveal its mountain origin. From Mannofield, past Cukts, West Cults and Bieldside, the North Road runs through what is rapidly becoming one continuous suburb of the Granite City. The villages are picturesquely situated on ground sloping gradually upwards from the banks of the river; and, interspersed between the larger clusters of cottages, is a steadily increasing number of lungalows and villa residences, each one nestling in the heart of a beautiful garden and embowered by trees.

At Cults the river is crossed by the "Shakin Briggie," a picturesque structure erected in 1839 by the Rev. Dr. George Morrison, minister of the Parish (whose father was provost of Aberdeen at the time of the Jacobite Rebellion of 1745), for the purpose of enabling the members of his flock in the new residential district to attend service more regularly at the Auld Kirk of Banchory-Devenick. Murtle, Milltimber, Culter, occupy delectable situations on the north bank of the river, but so numerous are the beauty spots and scenes of historic interest that little more than passing mention is possible of their claim to a place in the sun. The Torna-Dee Sanatorium, once a hydropathic, at Murtle, was opened in 1899, and is one of our first reminders of the health-giving fame of Deeside.

Culter and Rob Roy

The village of Culter, celebrated for its paper works, is soon reached, and is situated just below the bridge which spans the Culter burn. On a high ledge of rock facing the bridge is a gaily embellished statue of Rob Roy. Whether the Scottish Robin Hood had any real historical link with Culter is more than a little doubtful; the "statue" is, indeed, simply a wooden model of an old-time Highlander with commemorative rather than historical significance. It is tolerably certain that Rob Roy visited his kinsmen on Deeside at the time of the "Fifteen" Rebellion, and Sir Walter Scott gave currency to the story that the Highland outlaw figured in an incident on a somewhat later date in the Castlegate of Aberdeen. There is nothing inherently improbable, therefore, in the cherished tradition that Rob Roy strolled along the picturesque gorge through which the Culter burn flows, but the link is legendary rather than historically authentic.

For over a hundred and eighty years this little Deeside village has been one of the principal paper-making centres in Scotland. It was in January, 1751, that one Bartholomew Smith, a paper-maker from England, "rented and set a-going on the burn of Culter" a paper mill for the purpose of "serving the country" in paper, fine and coarse brown paper, pasteboard, and pressing cards for dysters. From this humble beginning was built up an industry with almost world-wide ramifications. In the middle years of last century the business was acquired by Alexander Pirie & Sons, of Stoneywood, but this link between the two famous Aberdeenshire paper-making centres was of short duration. The Culter Mills Paper Company was subsequently formed, and to-day the former little mill by the side of Culter burn is represented by a large, up-to-date factory.

The road, after leaving Culter, diverges a little from the line of the Dee, but joins it again at Park. It does

not quite pass the "Bonnie Yetts o' Drum," but, nevertheless, it takes the sightseer into the heart of a region rich in romance—the famous home of the Irvines. Drum Castle, about three miles from Culter, was a Royal residence in days long gone by. It was built by William the Lion in the latter part of the twelfth century (the date generally assigned is 1165), and is by far the oldest castellated structure on Deeside. The walls, from eleven feet to thirteen feet thick, are the embodiment of stalwart solidity, and rise to a height of sixty-eight feet. Even after the lapse of seven centuries, the fine old edifice shows scarcely a sign of decrepitude or decay.

The Royal Forest of Drum

The Royal Forest of Drum, in the days when the Tower was built, and for nearly two centuries more, was one of the great hunting grounds of the Scottish Kings. In 1323, some nine years after the battle of Bannockburn, King Robert the Bruce bestowed various portions of this extensive demesne on his loyal chiefs and supporters. Alexander de Burnard, the custodian, or forester, of Drum, received an extensive range of land which still forms part of the estate of Leys; and the ancient fortalice of Drum, together with an extensive area of forest, was bestowed on William de Irvine, the King's secretary and armour-bearer. Thus were founded two famous Aberdeenshire families, the Irvines and the Burnetts, who, in the intervening centuries, have taken a prominent and honourable part in the public life of Deeside.

Of the twenty-three lairds of Drum, nineteen have borne the name of Alexander. The first holder of the title was the Sir Alexander Irvine, who fell at the battle of Harlaw, near Inverurie, in 1411, and whose name is "immortalised" in the fine old ballad descriptive of that bloody fray:—

"Gude Sir Alexander Irvine,
The much renownit Laird o' Drum,
Nane in his days were better sene,
Whan they war semblit all and some."

"Bonnie Peggy Irvine," daughter of the eleventh laird, married the first Earl of Aboyne, and is the heroine of another well-known ballad; and the memory of the twelfth laird is kept green by a "rantin'" rhyme which tells how he wooed and won the daughter of a Deeside shepherd. It was his second venture in matrimony. The Laird at that time was sixty-three years of age, and Margaret Coutts, the bonnie lass whom he married, was about sixteen! The story of the wooing is told in a ballad which opens thus:—

"The Laird o' Drum is a huntin' gane,
All in a morning early,
And he did spy a weel-faured may—
Was shearing at her barley."

And the lands of Drum still belong to the family of Irvine, just as the Castle of Crathes, after the lapse of several troublous centuries, is the seat of the Burnetts of Leys. Contiguous to Drum is the beautiful estate of Park, now the property of Sir Robert Williams of Tanganyika fame, which was also carved out of the old Royal forest; indeed, in the olden days it was, as the name still proclaims, the Park of Drum Forest. The mansion house, in the Grecian style of architecture, was built in 1822.

But the road winds on, and soon the home of the Burnetts is reached. Crathes Castle occupies a splendid site on a densely wooded slope to the right, and nestles in the heart of beautiful grounds. Just beyond Crathes station a gap in the trees reveals a passing glimpse of the castle; a noteworthy example of Scottish architecture, with traces of French influence in the picturesque corbelled turrets, one of which supports an embattled balcony. The castle is planned in the form of a keep, the older portion having been begun in 1553 and finished in 1596. The three-storied addition to the east was built in the early years of the eighteenth century, and a further addition to the north-east was made some thirty years ago.

One of the treasures of Crathes Castle is the "Leys Hunting Horn," made of ivory with four gilt bands, the two centre ones being adorned with crystals and carbuncles. It is said to be the badge or symbol of the office of Royal Forester. In still earlier times, before the castle was built, the home of the Burnetts was a fortress on a crannog or artificial island in the Loch of Leys, a few miles from the present mansion. The loch has long ago been drained and the crannog is high and dry, but it serves, nevertheless, as a visible and tangible link with a phase of social life that is gone. The traditions of that older world are also preserved by another fine old ballad, "The Baron of Leys," which has not yet lost its vogue on Deeside.

Banchory and the Hill of Fare

From Crathes to Banchory is but a scant three miles—a pleasant run through one of the most delightful parts of Lower Deeside. Charmingly situated on the north bank of the river, amid beautiful surroundings, it is scarcely surprising that the little burgh has become one of the most popular holiday resorts within easy reach of Aberdeen. William Black, who was in his day a well-known Scottish novelist, gives a vivid word picture of Banchory in one of his novels, under the very thin disguise of Sanchory:—

"It is a quiet and still little hamlet, with one large and wide main thoroughfare, a straggling row of houses on each side of the spacious street, an inn, a church, and a number of small villas scattered about among gardens. But it is these gardens, especially in early summer, that redeem Sanchory from what would otherwise be its commonplaceness of look; for wherever one turns—glancing down a lane or over a wall—there is a profusion of vivid, luminous trembling leaves and branches, and always through the translucent green of this immediate foliage there is visible here and there the deep soft rose purple of the distant hills."

That was written over thirty years ago; and since then Banchory—like Topsy—has "grewed," and "grewed" amazingly. The "little hamlet" is now a busy Deeside burgh, with provost, baillies, and councillors, a public park, a town house, a golf course, and admirable facilities for cricket, tennis and other popular recreations. About a mile from the town is Nordrach-on-Dee, a large sanatorium for consumptives, charmingly situated between wood and river. Many of the fine, old trees which William Black admired were felled during the war, but the whole district can still be justly described as "richly wooded;" and the "deep soft rose purple of the distant hills" continues to add to the charm of the little town.

Banchory has a fine southern "exposure;" it is sheltered from the north winds by the broad-shouldered Hill of Fare, a flat-looking granitic eminence which rises to a height of 1,545 feet above the sea-level. On the hill in a mossy hollow was fought, in 1562, the battle of Corichie, between the Earl of Huntly and the Earl of Moray. Tradition has it that Queen Mary herself watched the battle from a rock on the hill-side, which is still known as the "Queen's Chair," but over that part of the tale some of the latter-day "doubting Thomases" are rather disposed to shake their heads. It is quite certain, all the same, that the Scottish Queen was in Aberdeenshire at the time. The story that she witnessed the rout of the Huntly men is firmly embedded in local tradition—and on matters of this kind local tradition is sometimes more trustworthy than the critical speculations of latter-day commentators. The story of the battle is told in an old ballad.

"Sebastopol is Down"

Banchory, in the middle years of last century, was the terminus of the Deeside Railway, the terminus also of the existing telegraph system, and thus it was that the "little hamlet" figured prominently in a notable episode in national history. In the autumn of 1855 Queen Victoria, as was her wont, was in residence at Balmoral. The Crimean War was reaching its penultimate stage. For many weary months the siege of

Sebastopol had been in progress. The whole world was waiting anxiously for the news of the fall of the great Russian fortress. Then on September 8 came the historic message, "Sebastopol is down." A telegram was at once despatched to her Majesty at Balmoral. The stationmaster at Banchory lost not a moment, and, hiring a horse from the village hostelry, he at once set out to Balmoral with the message, a distance of 32 miles. This romantic ride was celebrated in a poem which had a considerable vogue in the middle and later years of last century, and which has not yet lost its sparkle. It opens thus:—

"A horseman sweeps at the dead of night
Through the Forest Braes of Mar;
And headlong in his star-lit flight—
The messenger of war!
Wildly panteth his foaming steed,
Yet for brae nor bank stays he,
But flies with a Highland eagle's speed
By the rushing waves of Dee."

The poet's topography is perhaps a little mixed and his language just the least bit hyperbolic, but the Banchory stationmaster merits a modest niche in local history. He played his part in a notable national event, and when he arrived at Balmoral her Majesty was able to give the order, "Fire the pile on Craig Gowan's height."

Following in the wake of the stationmaster's "foaming steed," yet another fine vista of Deeside is revealed. On the south side of the river is the Hill of Scolty, one of the landmarks of the district, a beautifully wooded eminence surmounted by a round tower about 60ft. in height. This monument, of a rather unusual type, was erected in 1842 in memory of a very gallant Deeside soldier, General William Burnett, of Banchory, who served in the campaign in Flanders in the closing years of the eighteenth century and took part in the attack on Porto Rico, under Sir Ralph Abercrombie, in 1797. In the foreground is the modern mansion of Blackhall, built some forty years ago by Mr. James T. Hay, while away towards the west is another prominent eminence, the Hill of Goauch. Scarcely two miles from Banchory, the beautiful woods of Inchmarlo are reached, while onward a little way, on the south side of the road, are the Invercannie waterworks, the main intake being at Cairnton, about half a mile farther up the river, where, at a point 224ft. above the sea level, over 7,000,000 gallons of water are drawn daily from the Dee for the purpose of supplying the liquid needs of the Granite City. The supply was formally inaugurated in 1866 by Queen Victoria, who thus paid one of her many tributes to her "good neighbours of Aberdeen," as she sometimes termed them.

"Caird Young's Loup"

At Bridge of Potarch the Cairn-o'-Mount road crosses the river. The old three-arch stone bridge, built in 1812, is well worth looking at; and even more so is a spot a short distance further up where the river is contracted by ledges of jagged porphyritic rock to a mere eighteen or twenty feet. This is "Caird Young's Loup," or "Leap." The cairds, it is scarcely necessary to explain, are the wandering tinkers or gipsies of Scotland, and occasionally their reputation is not quite of the best. As Sir Walter Scott has it:—

"Donald Caird finds orra things,
Where Allan Grigor fand the tains."

Notorious among the North-Eastern cairds of his time was Jock Young, who, as the story goes, had broken half the prisons of Scotland. According to Dr. Joseph Robertson, the author of the "Deeside Guide," Young "broke the prison of Aberdeen and, having let out all the prisoners, wrote on the door 'Rooms to let.'" But Jock Young had been guilty of something more heinous than the mere picking up of "orra things." He had killed a man, in self-defence, some say, and was fleeing for his life. Over the moor of Dinnet, through the woods of Sluie, his enemies chased him, and, panting breathlessly, he arrived at Potarch on the banks of the Dee. But Caird Young never

halted. With a flying leap he crossed the river, then, turning to his pursuers with a contemptuous gesture to which schoolboys are said to be sometimes addicted, he disappeared in "the wilds of Birse." Regard for the truth compels the writer to add that the river at the scene of the famous "loup" has been widened just a little since then, the rocks having been blasted in the earlier years of last century in order to facilitate the passage of the timber rafts down the Dee.

The road, after crossing Potarch Bridge, enters the far-flung upland Parish of Birse, which embraces fully 31,000 acres, extends for eight miles along the banks of the Dee and penetrates eight miles more southward towards Feughside. The principal village in the parish is Marywell, pleasantly situated by the wayside a full half-mile beyond Potarch. Near Marywell, is Ballogie House, the residence of Colonel R. J. Nicol, O.B.E.

The south road, from a motoring point of view, is scarcely so satisfactory as the soundly-constructed highway which skirts the other side of the river, but it passes through a charming stretch of country—past the Auld Kirk of Birse, over the Allt-Dinnie burn, and through the southern parts of Aboyne parish towards Glentanar. More than one distinguished minister has "waggit his pow" in the pulpit of Birse parish church, and curious stories of a bygone generation of Scottish pastors still linger in the farmhouses and cottages in the distant glens.

Minister with a Punch

Mr. Robert Dinnie, a native of the parish, wrote an entertaining little book about the Rev. Joseph Smith, who was minister of Birse in the very early years of last century. Mr. Smith was not averse from a dram. He was invited on one occasion to spend an evening with the Marquis of Huntly and a few neighbouring notables at Aboyne Castle. One of the guests had apparently sampled the Marquis's whisky not wisely but too well, and during the evening he endeavoured to "entertain" the company by hurling jibes and insults at the long-suffering minister. Mr. Smith bore the taunts till frail, human nature could stand no more, then, rising from his seat, he cast off his black coat, and, laying it on the table, exclaimed "Lie ye there, minister, till Joseph Smith settle this dispute." The old minister was a sturdy chiel, and he settled the row—and that right speedily—in a manner that was at once authoritative and convincing. Another notable native of Birse was the Rev. John Skinner, whose father was dominie of the parish in the closing years of the eighteenth century. He was Episcopal minister of Longside, in the Buchan district of Aberdeenshire, from 1742 to 1807, but is best known as the author of "The Ewie wi' the Crookit Horn" and of "Tullochgorum"—"the best Scots sang," says Burns, "that Scotland ever saw."

The great sporting estate of Glentanar, which we are now approaching, was, in the early years of last century, a famous (or notorious) haunt of smugglers. Tradition has it that there were at one time no fewer than fourteen private stills in the parish, all providing generous supplies of home-made usquebaugh for the populace. It is probably not surprising in the circumstances that "clashes" between the smugglers and the gaugers were frequent. John Watt, of Knockieside, was in his day one of the leaders of the smuggling fraternity, and some of the stories of his adventures still live in the traditions of Glentanar. John, on one occasion, was taking a consignment of whisky over the Fir Month to a weel-kent customer. The night was dark, and the ignis fatuus was flashing intermittently on the gloomy moorland. John saw the flickering light, and, thinking the exciseman was on his track, he was about to roll his precious cargo down the hill out of the reach of the prying gauger. Suddenly the light disappeared. The devout smuggler heaved a sigh of relief as he exclaimed, "Thank Gweed, it's only the Deevil!" The estate of Glentanar belonged until comparatively recent years to the Marquis of Huntly. The upper part of the glen is a vast sporting preserve, extending away toward the rocky slopes of Mount Keen, and embracing some of the remnants of the ancient Caledonian forest.

In Glentanar

The Marquis of Huntly, in 1869, married the elder daughter of Sir William Cunliffe Brooks, a Manchester banker, who for some time represented the Cheshire Division in Parliament. Two years later Sir William took a twenty-one years' lease of the forest, thus beginning an association which was destined to have far-reaching effects on a famous Deeside glen. In 1890 the philanthropic banker purchased the lands of Glentanar from the Huntly trustees. The imprints of Sir William's wealth, generously expended, are still to be seen in the valley of the Tanner. He built the magnificent mansion in the glen, as well as the tower-shaped entrance lodge, now covered with ivy, which challenges the passer-by at the Bridge of Ess, where the Deeside road crosses the Tanner, one of the tributaries of the Dee. He built a beautiful Episcopal church with open timber roof, quaintly thatched with heather; and for several years masons and carpenters were heard at work on the estate transforming the farm-houses and cottages of Glentanar. In 1905 Glentanar was purchased by Mr. George Coats, of Paisley, father of the present Lord Glentanar. Many thousands of the famous old trees on the hillsides were destroyed in the summer of 1920 by a devastating forest fire.

From the Bridge of Ess right on to Ballater the south road passes through a typical Highland region. Between the road and the river, about a mile beyond the bridge, is the old churchyard of Glentanar, the last resting place of "Byron's Mary," whose early home at Ballaterach will soon be reached. Before entering the Byron country, however, the ruins of the old Dee castle, on the south side of the road, call for a passing note. The castle was built by the first Marquis of Huntly in the early years of the seventeenth century, and was for some time the principal seat of the family. It was accidentally burned down, however, in 1641, and all that is now left is a shapeless ruin.

Byron's Mary

The farmhouse of Ballaterach, on the south side of the road, takes us back to the land of romance and Lord Byron. Little George Gordon was but two years of age when he was first brought to Aberdeen, so that he was reared beside the Dee and within sight of the Grampians. In the summer of 1795 he was sent to Ballaterach to recover from an attack of fever; and the late Rev. G. Michie, of Dinnet, in his "Records of Invercauld," mentions that he also spent several weeks at the farm in the summer of 1796 and again in 1797. He was thus scarcely into his teens when he paid his last visit to Ballaterach; but, according to the story long current in the district, Mary Robertson, the farmer's second daughter, won the affections of the impressionable lad. She was the poet's first love, and has been "immortalised" in his well-known verses in "Hours of Idleness."

Stirring Times in Ballater

Midway between Ballaterach and Ballater are the once famous wells of Pannanich, which first brought this part of Deeside into prominence as a health resort. The medicinal virtues of the wells are said to have been accidentally discovered by an old woman about the year 1760, and soon their fame spread. People in delicate health came from far and near to drink the health-giving waters; and there is probably some truth in the remark of an old-time chronicler, that a great many came "whom nothing ailed whatsoever, and who came there merely for diversion because it was now a fashionable resort."

Such were the modest beginnings of Ballater as a health resort. A bridge was built across the river in 1783, and houses were erected under the shadow of Craigendarroch for the purpose of accommodating the crowds of visitors who flocked to the well. The little town of Ballater is thus comparatively modern as Scottish burghs go, but the gateway to the Aberdeenshire Highlands has nevertheless many notable links with the old world of Deeside. More than one fierce battle of the clans has been fought in the adjacent glens. In the

troubled times of the late seventeenth century General Mackay turned his primitive cannon on the old castle of Abergeldie, at that time the headquarters of Dundee. For twelve miles around Ballater he burned the countryside, destroying, it is said, 1,400 houses.

Braichlie House, about half a mile beyond Ballater on the Glenmuick road, was the scene of a notable "clash" between John Farquharson, of Inverey, the "Black Colonel," and the neighbouring laird, John Gordon of Braikley. The story is told in dramatic detail in the fine old ballad, "The Baronne of Braikley," which opens thus:—

"Inverey cam' doon Deeside, whistlin and playin,
He was at brave Braikley's yetts ere it was dawin.

"He rappit fu loudly an wi a great roar,
Cried, 'Come doon, come doon, Braikley, and open the door.

"Are ye sleepin, Baronne, or are ye wakin?
There's sharpe swords at your yett, will gar your blood spin.'"

On the neighbouring moor of Strathgirnock the seven sons of the Laird of Knock went out one day to cast divots (or fell), but the irate Forbes and his men took them prisoners. With his own hand Forbes, the Laird of Strathgirnock, slew them, then stuck the seven heads on the top of the slaughter spades which the young men had been using. When the old Laird of Strathgirnock heard the terrible news he was standing on the stair-head, and, "overcome with agony, he fell over the bannisters, and was killed." In retaliation for this outrage on his kinsmen, Gordon of Abergeldie attacked Forbes, and hanged him in his own house at Knock. The old tales and legends connected with the district would fill a big volume.

Ballater is a delightful holiday resort. It is situated in what was once a bare moor, stretching from Craigendarroch to the river, at an altitude of 668 feet above the level of the sea. The view along the valley of the Dee is magnificent—a wonderful panorama of mountain and flood; one mighty Ben rising above another in seemingly endless array. The lower pine-clad heights soften the landscape, and the woods and valleys combine to add a quiet charm to the scene. Craigendarroch, which rises to a height of 1,250 feet above the sea level (though not half that height above Ballater), is one of the dominating features of this pleasant holiday resort, and to the tiro in mountaineering it provides an exhilarating climb and at the same time a wonderful view of the valley of the Dee. In the middle distance are the Coyles of Muick, while beyond them rises Loch-nagar, dark blue in its autumn garb. Pleasantly situated at the foot of Craigendarroch is Monaltrie House (Ballater House in the old days), and on the west side is Craigendinnie Lodge, the residence of Mr. Keiller, the Laird of Morven.

Notable among the buildings in the little town itself are the barracks where the King's guard of honour is quartered during his Majesty's residence at Balmoral. The barracks are of Elizabethan cottage design—a distinctively novel feature in military architecture—and thereby hangs a curious tale. The War Office chiefs had authorised his Majesty's Office of Works to prepare plans for the new barracks at Ballater, and at the same time to submit a design for a hill station in India. Somehow the plans got mixed; those for the hill station were sent to Ballater and the designs of the more prosaic barracks went to India. No one seems to have noticed the mistake till it was too late; and, anyhow, Ballater had the best of the mix-up.

The Birks of Abergeldie

The road from Ballater to Braemar leads over the southern shoulder of Craigendarroch and winds through some of the most magnificent scenery of the valley of the Dee. On leaving the town a fine view is obtained of Glenmuick House, on the southern side of the river, now the residence of Sir Victor Mackenzie. The mansion house was built by Sir James Mackenzie, a native of Aberdeen, who had made a fortune in business in India, and purchased Glenmuick estate from Colonel

Farquharson, of Invercauld, in 1868. A little further on, six miles from Ballater, is Abergeldie Castle, also on the south side of the Dee—almost, indeed, on the river bank. When it was built is not quite certain, but it was a famous Deeside castle in the middle years of the fourteenth century, and is one of the oldest inhabited residences in the uplands of Aberdeenshire. For over four centuries it has been in the possession of one of the branches of the Gordon family. Queen Victoria rented Abergeldie for many years, and it was frequently occupied by King Edward, when Prince of Wales, as well as by our present King and Queen. The castle and estate are still leased by the Royal family. A little to the west of the castle the Geldie burn flows into the Dee.

Prominently situated on a brae face on the north side of the road, near the Balmoral Bridge, is the parish church of Crathie—the “King’s Kirk”—where the members of the Royal family attend, along with the residents in the parish, when in residence at Balmoral. The church, as will be noted, is a comparatively modern building, the foundation stone having been laid by Queen Victoria in 1893. Very striking is the contrast between the new church and the somewhat barn-like structures with which an older generation in Scotland was familiar. The church, which is cruciform in plan, was designed by Mr. A. Marshall Mackenzie, A.R.S.A., of Aberdeen, and built of granite from the Deeside quarry of Inver. The stained-glass windows, gifts of Queen Victoria and other members of the Royal family, are gems of religious art. On a pillar between the chancel and the south transept is a memorial of Queen Victoria, placed there by King Edward in 1903, while his late Majesty is commemorated by a singularly beautiful communion table and screen, unveiled by King George in 1911. On the opposite side of the road is the manse of Crathie, and near by are the ruins of the pre-Reformation parish church and the old kirkyard.

Balmoral

The first turn of the road after passing the church brings into view Balmoral Castle, his Majesty’s Highland home. A first glance gives the impression that the mansion is situated in a hollow, but it is, as a matter of fact, well over 1,000 feet above the sea-level. It stands on a small level tract at the foot of Craig Gowan, and was erected in 1854 from designs of Mr. William Smith, of Aberdeen. The castle is of the Scottish baronial style, and consists of two blocks, connected by wings, with a massive tower to the east, rising to a height of about eighty feet.

The link between the Royal family and Balmoral was first forged eighty-four years ago. On the occasion of her first visit to Upper Deeside, in September 1848, the Queen commented approvingly on the “pretty little castle,” the predecessor of the present mansion, and the Prince Consort shared in her enthusiasm. The estate at that time belonged to the Earl of Fife, but was rented by Sir Robert Gordon, brother of the then Earl of Aberdeen. The reversion of the lease was acquired by the Queen. With every year that passed, her Majesty’s love for the beautiful valley of the Dee became stronger and deeper. Sir James Clark, her Majesty’s physician, had, moreover, commended very highly the health-building qualities of this part of Deeside. Thus it was that in 1852, four years after her Majesty’s first visit, the Prince Consort bought the estate of Balmoral, and on his death in 1861 the estate became the property of her Majesty, who left it as a residence for subsequent sovereigns. In 1878 the Queen bought the great forest of Ballochbuie, and, in 1885, her Majesty added to her possessions the estate of Birkhall, which she acquired from the Prince of Wales.

Traditions and memories of Queen Victoria still linger among the older residents on the Royal estates. They will tell, for instance, of one memorable occasion when some of the distinguished visitors to Balmoral had fished on the Dee all day and caught nothing. Her Majesty, hearing of the poor sport of her guests, sent for Dr. Profeit, who was then Commissioner for the Royal estates, and rated him soundly regarding the state of the

river. The Estates Commissioner was rather perturbed. “Fat’s wrang wi’ ye, Doctor?” said John Brown when he saw the woe-begone countenance of his friend. Dr. Profeit told him. Without a word, the enterprising John took down his rod and hurried away to the Dee. Within an hour he was back with three fine salmon. “There ye are!” he exclaimed. “Didna I tell ye? I’ll just bring hersel’ to see them.” A few minutes later he returned, accompanied by her Majesty. Pointing triumphantly to the salmon he had caught, John exclaimed, “See to that, noo! There’s the salmon! It’s just thae billies that ye bring up frae London than canna fish!”

Dark Lochnagar

The dominating feature of the landscape on this part of Deeside—and, indeed, for several miles on either side of Balmoral—is the towering summit of Lochnagar, indissolubly linked with the name of Lord Byron, whose verses have made it familiar to many thousands:—

“Away, ye gay landscapes, ye gardens of roses!

In you let the minions of luxury rove;

Restore me the rocks, where the snow-flake reposes,

Though still they are sacred to freedom and love;

Yet, Caledonia, beloved are thy mountains,

Round their white summits though elements war;

Though cataracts foam, ‘stead of smooth-flowing fountains,

I sigh for the valley of dark Loch na Garr.”

Lochnagar is situated wholly within the deer forest of Balmoral, but at all seasons of the year the public have free access to the mountain; indeed, the best-known path leading from Allnaguibhsaich Lodge to the summit was originally constructed, by the orders of Queen Victoria, for the benefit of sightseers and mountaineers, and was improved (again at the expense of the Royal owner of the forest) in the early years of King Edward’s reign. The starting point of the easiest ascent is Balmoral, but this road is generally barred to climbers when shooting is in progress or when the members of the Royal family are in residence at the castle. Mr. Gladstone, at the age of fifty-five, accomplished the big climb on foot.

The road is now passing through some of the most magnificent scenery of Upper Deeside. To the north is the site of the old House of Monaltrie, which was burned down while occupied by Government troops after Culloden; and southward, just beyond the fifty-first milestone, is Carn-na-Cuimhne—the Cairn of Remembrance of the Farquharsons. The spot, according to tradition, was the rallying ground of the clan when summoned by the Fiery Cross to battle. Each man, on arriving, placed a stone on the cairn, and after the “spuilzie” was over he took one away. The stones left represented the slain. The story, it ought to be added, is scoffed at by some of our latter-day historians.

The Bridge of Invercauld, some four miles further on, which carries the road from the north to the south side of the river, is a comparatively modern structure. It was built just over seventy years ago by the Prince Consort, and represents the price paid for the privilege of closing part of the old south road which ran through the domains of Balmoral. The view from the bridge is magnificent; southward, the green woods of Ballochbuie, with Lochnagar in the distance, and in the foreground the picturesque old bridge of Invercauld, built by General Wade in 1752 when that old-time highway engineer was constructing roads from Deeside to Donside for the purpose of assisting in the subjugation of the Highlands after Culloden. Did time permit, a brief visit might be paid to the picturesque Falls of Garrawalt, over the old bridge and through Ballochbuie forest. The Garbh Allt, to give the mountain burn its Gaelic name, is formed by two head-streams rising on Lochnagar, and the impetuous waters, dashing in a series of cascades through a rocky gorge in the heart of the forest, form a picture which never fails to appeal to the heart of the artist and nature lover.

The Braes o’ Mar

The road, after passing the bridge, passes through another magnificent stretch of country—on the south

side overhung by craggy hills profusely wooded along the lower slopes. Soon the glen widens out, and, on a beautiful terrace round which sweeps the silvery Dee, stands Invercauld House, the ancient seat of the Farquharsons. The site is one of the finest on the Deeside Highlands, and the mansion is in keeping with the scenery and traditions. It was built in the fifteenth century, but was enlarged and partly reconstructed some seventy-five years ago. Like most of the Deeside castles, it is of the Scottish baronial style, with turrets, flag tower, and battlement tower rising to a height of seventy feet. It was in the historic dining hall of Invercauld that the Jacobite leaders assembled before "going out" in "The Fifteen," and from it the Earl of Mar issued his summons to the clans. On one of the rugged heights where the road skirts Craig Choinnich, just before entering Braemar, is the Lion's Face Rock, although the leonine shape of the cliff is not so noticeable now as it once was by reason of the growth of the trees in the vicinity. On the right-hand side of the road, a short distance further on, may be seen the weather-stained walls of Braemar Castle, built on the site of the old Castle of Mar during the reign of George II. The site, in 1748, was leased to the Government for ninety-nine years, and there a fort and barracks were built, the old walls being utilised. There, for several years, troops were quartered in pursuance of the Government's policy of keeping the rebel chiefs in order and "subjugating" the Highlands.

The village of Braemar, famed in Jacobite song and story, is situated in a delightful spot, 1,114 feet above the level of the sea, and is surrounded on all sides by well-wooded heights which shelter it from the winter blasts. The air is pure and bracing, the scenery magnificent—mountain, forest and stream—and its historical and romantic associations add glamour to a land that has many natural attractions. We are now in the land of the old-time Jacobites.

The Earl of Mar had set the heather on fire. From Invercauld House he issued the call to arms on August 26, 1715; and on September 6 the standard of the Pretender, the Chevalier de St. George, was raised on a wooded knoll near the entrance to the village. The "knowe" was removed a number of years ago in the course of building operations at the Invercauld Arms, but the site is marked by a tablet in the hotel dining-room which bears the inscription: "On this spot the Earl of Mar raised his standard of rebellion, 1715." Some of the clansmen were not so whole-heartedly in favour of the rising as the Earl himself, and tradition has it that he sent to one of his kinsmen an imperative letter in this wise: "Dear Jock,—If you don't send me more men, I'll have you hanged." Subsequent happenings are now a matter of history. The Earl of Mar fled to France, accompanied by "James VIII" all his estates were forfeited to the Crown, and those of Deeside were eventually sold. Long after "The Fifteen," however, and long after the memorable happenings of the "Forty-Five" had passed into history, the Jacobite spirit was strong among the Gaelic-speaking populace of Upper Deeside. Braemar in those early days was not one village, but two separate and sometimes warring "clachans." The water of Clunie, which rises on the Cairnwell, flows down the glen which bears its name and joins the Dee at Braemar, constituting the boundary line between the two villages—Auchindryne, to the west on the Fife estate, and the Castleton of Braemar, to the east on the Invercauld estate. Even to this day the two villages endeavour to maintain their distinct individualities.

Links with Royalty

The associations of this picturesque Highland village with Royalty date back to remote antiquity—almost to prehistoric times. On the right bank of the Clunie are the ruins of Kindrochit Castle, which were recently laid bare with pick and spade by Dr. W. Douglas Simpson and a band of boy scouts. From these excavations it is tolerably clear that the Castle was one of the strongholds of the Pictish kings three centuries before Malcolm Canmore. The Scottish kings, too, made Kindrochit their headquarters during their hunting expeditions on

Deeside. Kenneth II had a seat here, and when too old to hunt the wild boars and the red deer he watched the chase from the top of Craig Choinnich, thus giving the peak the name it still bears. David II must have also visited this part of Deeside, as several charters granted by him are dated from Kindrochit. The name of the castle, "Ceann Drochaide" in Gaelic, signifies bridge-end, and by this Celtic designation the older part of the village was at one time known.

The Braemar Gathering, as all the world knows, is held annually in the Princess Royal Park, and is patronised by the King and Queen and other members of the Royal family, as well as by many thousands of visitors from both sides of the Border and from beyond the seas. One of the features of the gathering is the muster of the clansmen—the Balmoral, Duff, and Farquharson Highlanders—who, bearing their ancient weapons of war, march round the arena to the skirl of the bagpipes. A race up lofty Craig Choinnich was at one time one of the principal items on the programme of the Gathering; but it was an exceedingly trying test even for burdly Highlanders, and at the desire of Queen Victoria the hill contest was discontinued. Tradition has it that the great hill race was originated by Malcolm Canmore for the purpose of selecting a band of fleet-footed couriers for the Royal service.

Robert Louis Stevenson

Braemar has for many years been a favourite resort of health seekers as well as of tourists and holiday makers; and one of the notable visitors of a generation ago was Robert Louis Stevenson, who spent part of the autumn of 1881 in the Castleton part of the village. The visit lasted from August 3 to September 23, Stevenson being accompanied by his wife and his step-son, Lloyd Osbourne, as well as by his father and mother. "Why don't you write something interesting like 'Robinson Crusoe'?" said the young lad; and, in response to that request, Stevenson put pen to paper and gave the world "Treasure Island." That eventful visit is recalled by a tablet on the house towards the south end of Castleton Terrace where Stevenson stayed which is thus inscribed:—

HERE R. L. STEVENSON
SPENT THE SUMMER OF 1881
AND WROTE "TREASURE ISLAND"
HIS FIRST GREAT WORK

Braemar is regarded by mountaineers and pedestrians as the best centre from which to make excursions in the Eastern Grampians. The Linn of Dee, some six miles distant, is easily reached by motor vehicle. At this picturesque spot the river, at a height of 1,243 feet above the sea, rushes through a narrow, rocky channel in some parts not more than four feet in breadth. The chasm is 300 yards long; and in the summer months the ascent of the salmon up the Linn never fails to arrest the attention of passing sightseers. On the south side of the Dee, about midway between the Linn and Braemar, is Mar Lodge, now the residence of the Duchess of Fife. The Lodge was built in 1895.

Homeward Bound

From Braemar to Bridge of Gairn, the return journey is by a familiar route; but just beyond the point where the Gairn water joins the Dee, we enter "fresh woods and pastures new," through the Pass of Ballater, a deep, narrow gorge between Craigendarroch and Creag-ant-Scabhaig, with steep crags and wooded heights on either side. Before the Wells of Pannanich gave birth to the new Deeside health resort, the Pass was regarded as the eastern entrance to the Highlands, and as a "gateway" it is at once picturesque and characteristic. The road through the Pass joins the main north highway a little to the west of Tullich Burn, and then the route of the excursion skirts the banks of the Dee again—skirts them so closely in some parts that a modern David would have little difficulty in hurling a stone with his sling into the river. Shortly before reaching Cambus o' May, the road passes the old Kirk of Tullich—a kirk with a

notable history, were there but time to tell it; but by the modern world it is perhaps best known as the birth-place of a famous Scottish dance, the Reel of Tulloch.

The snell winds of winter were whistling through the Deeside glens; and when the old parish minister looked out of the windows of the manse on Sunday morning, a real, old-fashioned snowstorm was raging. His parishioners, he felt sure, would prefer their own firesides on so wild a wintry morning, so he decided to stay at home. But some of the members of the flock were more zealous than their minister. Just as they were "duntin'" their heels in the church to keep themselves warm, someone suggested a dram. The ladle was handed round, and the bawbees were exchanged for "reaming swats" that "drank divinely." The liquor put life and mettle in the heels of the waiting parishioners. They shuffled heel and toe for a time, then someone remembered that the precentor was a fiddler of some renown. The fiddler played; and instead of listening to a sermon, young and old reeled and crossed and "cleekit'" till stormy winds and psalm tunes were all alike forgotten. Thus was born the famous Reel of Tulloch.

Dinnet and Aboyne

The Moor of Dinnet, through which the road now runs, is a region rich in historical romance, and has proved a veritable treasure house for antiquarians. On the western side of the moor towers the Hill of Culblean, over which, as Charles Murray tells, the "Packman's" daughter came posting after she had "made oot an' merriet on a strappin' Deeside laird." Near the foot of Culblean is Gilderoy's Cave, where the Burn of Vat comes tumbling over the rocks into a curious cavity, in which the Highland freebooter sought asylum from his enemies. Patrick MacGregor (Gille Roy, the red-haired lad) was, like his kinsman Rob Roy, a daring rascal. He ended his days in July, 1636, at the end of a rope at the Market Cross of Edinburgh along with several more outlaws. As one of the leaders, he was accorded the distinction of being hanged on a gibbet slightly higher than the rest!

Many important pre-historic relics have been found in the vicinity of Loch Kinnord and Loch Davan, among them a large oak canoe hollowed out of a single log, and many articles of bronze, copper, and stone. On the shores of the loch are the remains of pre-historic dwellings belonging to Celtic times. The moor, in early summer, glows golden-yellow with the blossom of whin and broom, and in the autumn is a glorious expanse of purple heather.

The lands of Aboyne, through which the road next passes, have belonged in successive centuries to famous Aberdeenshire families—to the Bissets, the Frasers, the Keiths, and later to the Gordons. In the middle years of the fifteenth century, Aboyne became the chief seat of the Huntly Gordons. In 1888 Sir William Cunliffe Brooks bought Aboyne Castle and a considerable part of the estate. A few years ago, this historic Deeside residence was acquired by Mr. James Mearns, a well-known Aberdeen business man. Aboyne Castle, which stands amid beautifully wooded grounds, dates back to the eleventh century, and was a royal residence in the time of Alexander III. The centre and the right wing were rebuilt in comparatively recent times. In an oak plantation near the castle is a very fine old sculptured stone, a relic of Pictish times, which formerly stood near the Loch of Kinnord. The village itself, beautifully situated amid pine woods and encircled by hills, stands about 400 feet above the sea level. On the spacious village green are held annually the Aboyne Games, one of the leading athletic events of the Highland season.

The pretty village of Lumphanan is a few miles off the main Deeside road, but it merits a passing note on account of its associations with Macbeth and Malcolm Canmore. Shakespeare, though he wove round the story of Macbeth one of the world's greatest tragedies, confused both his history and his topography. Macbeth was slain not at Dunsinane, but in the vicinity of Lumphanan. Wyntoun's "Chronicle" is quite clear on the point:—

"Over the Mounth they chased him then,
Until the woods of Lumphanan.

.....
"This Macbeth slew they there,
Into the wood of Lumphanan."

"The Mounth," it may perhaps be necessary to explain, was the name formerly given to the whole range of hills forming the southern watershed of the Dee. A cairn of stones in a little clump of trees, about a mile to the north of Lumphanan, marks the spot where Macbeth fell.

Soon the old bridge of Potarch is reached again, then over to the south side of the river, across the shooting greens (a commonity where anyone can shoot who cares, and where an occasional good bag, even of grouse, is had), up Tom's Cairn, some 700 feet, and into Feugh-side. A magnificent view meets the eye: on the left is seen the Dee at the Invercannie intake; immediately in front is Cloch-na-Ben (the Hill of the Stone) 1,900 feet high, with its prominent "wart" some 96 feet in height; Peter Hill (2,023 feet); and, further off, in Angus, Mount Battock, fully 2,500 feet in height. A little to the west stands Finzean House, the seat—for over 300 years—of the Farquharson family (descendants of the famous Finla Mor of the Castleton of Braemar). The present owner is Mr. Joseph Farquharson, A.R.A. The artist's brother, the former laird (the Right Hon. Robert Farquharson) represented West Aberdeenshire in Parliament for many years, and was a close personal friend of the late Mr. W. E. Gladstone, whose forebears, by the way, had close family ties with the Fasque district of Kincardineshire. "The Doctor," as he was familiarly called, was a strong supporter of the Access to Moors and Mountains Bill, sponsored by his friend Professor Bryce (afterwards Lord Bryce), and on one occasion he provoked a ripple of merriment in the House of Commons by gravely telling his fellow members that he himself "had the honour to be the proprietor of a mountain from which no one was ever excluded. "Punch" made merry over the incident, and indulged in whimsical speculation regarding the doctor's tame mountain—Peter Hill.

Beyond is the extensive Forest of Birse, formerly part of the domain of the Marquis of Huntly. It was purchased by Mr. J. R. Heaven, who restored the old ruined castle and transformed it into a habitable mansion; more recently the Forest of Birse was added to the broad acres of the Cowdray family. The Feugh rises in the Forest of Birse, is augmented by the Water of Aven and the Water of Dye, and joins the Dee in the vicinity of Banchory. Above and below the bridge of Feugh, over which the road passes, the waters come tumbling down over huge rocks in a series of brawling, tumultuous cascades, one of the most striking and picturesque scenes on Lower Deeside. From Banchory to the sea, the Dee is again the smoothly-flowing Lowland river which we first glimpsed at Cults and Bieldside. The estate of Durris, through which the south road passes, belonged at one time to a branch of the Fraser family, but later came into the possession (through marriage) of the fourth Duke of Gordon. Mr. Anthony Mactier, who bought the estate in 1837, made extensive additions to the mansion. The next proprietor was Dr. James Young, the discoverer of paraffin oil; and in 1890 Durris was acquired by Mr. Henry R. Baird.

The mansion house of Maryculter, situated at a pretty bend on the south bank of the river, arrests attention, and so, too, does the very desirable residence of Kingcausie; but the most notable edifice on this part of Deeside is Blairs College, a Roman Catholic institution opened in 1829 for the preparation of young men for the priesthood. One of the treasures of the College is a portrait of Mary Queen of Scots—in some respects one of the most remarkable historical pictures in Scotland. There are notable portraits in the College, too, of Prince Charlie and Cardinal Beaton. The great library of Blairs contains over 15,000 volumes, including some rare works and valuable historical manuscripts. Further down the river, dominated by its tower, is Ardoe House, which now belongs to Mr. Alexander G. Ogston, a well-known Aberdeen manufacturer. Adjoining Ardoe is the estate of Banchory, in the parish of Banchory-Devenick,

the property of Colonel D. B. D. Stewart. Many notable men have been guests at Banchory House from time to time, among them the Prince Consort and Stanley, the explorer.

The Old Bridge of Dee

The historic Bridge of Dee, which forms one of the great gateways from the south to Aberdeen, is soon reached. It is the oldest and largest of all the bridges across the river, and for over 400 years has been closely associated with the civic and religious life of the Granite City. The bridge was founded by Bishop Elphinstone, about 1500, but the great mediæval churchman died before it was far advanced. Bishop Gavin Dunbar continued the work, however, and in 1527 the bridge was completed. It was widened in 1842, but the original structure still stands solid and strong. The bridge is "embellished" by no fewer than twenty-eight panels, containing coats of arms and inscriptions. Two sanguinary battles were fought in the vicinity of the bridge in the troublous times of the sixteenth and seventeenth

centuries. In 1589 the gateway to Aberdeen was held by the Earl of Huntly against the Royal army; and in 1639 the bridge was the scene of a memorable fight between the Covenanters, under Montrose, and a Royalist force headed by Viscount Aboyne, son of the Marquis of Huntly. For two days young Aboyne held the bridge against overwhelming odds, but the strategy of the assailants triumphed over the zeal of the King's men. Montrose seized the four brass pieces on the bridge and marched in triumph into the city. That is but one of many notable episodes which have served to give the old Bridge of Dee a niche in Scottish history. And now back to Aberdeen:—

"My Silver City by the Sea,
Thy white foot rests on golden sands;
A radiant robe encircles thee
Of woody hills and garden lands.
I'll lift my cap and sing thy praise,
By silent Don and crystal Dee;
Oh, bravely gentle all thy days,
Fair City by the sea."

Dunnottar Castle

By William Watt

Descriptive notes on the route to Dunnottar Castle, the venue of the Conference excursion on September 13, followed by a brief account of the Castle by Dr. Douglas Simpson

LEAVING Aberdeen by the Bridge of Dee we enter Kincardineshire (or the Mearns) and proceed by the coast road to Stonehaven. Kincorth, the high ground immediately overlooking the Bridge, is known by the name of "Covenanter's Faulds," and was occupied by the Covenanting army under the Earl Marischal and the Marquis of Montrose while bombarding the Bridge of Dee—the very first engagement in the Great Civil War. Away to the west we see rising hills, one of them rejoicing in the euphonious appellation of "Clochandighter" (the guttural emphasis on the "igh" enhancing its charm in pronunciation) and, winding up the nearest hillside, we notice the ancient highway to the south known as the Causey Mounth Road. Along it came Wallace, Bruce and Edward I of England during the War of Independence.

A few miles south of Aberdeen lies the moor of Drumthwacket, mentioned in Sir Walter Scott's "Legend of Montrose" as the patrimony of the redoubtable Dugald Dalgetty, Scottish soldier of fortune. Some miles further a road on our left leads to the fishing village of Findon or Finnan, the first place where the toothsome delicacy known as "Finnan haddie" (smoked and dried haddock) was prepared. A small white fish called "speldan," or "spelding," split and dried on a rock, is another favourite along the Buchan and Mearns coasts. Robert Ferguson, the Scottish poet and forerunner of Burns, in his poem, "The Leith Races," written over 150 years ago, says:—

"The Buchan bodies through the beach
Their bunch of Finnans cry,
And skirl out bauld in Norland speech—
'Gude speldans fa will buy?'"

Muchalls Castle, away on our right, was formerly the seat of the Frasers. On our approach to Stonehaven we pass the gates of Urie House, now belonging to Lord Stonehaven. It formerly belonged to the Barclays, a famous Quaker family; a descendant who married the heiress of Allardice and assumed the name was the famous Captain Barclay-Allardice of the Guards, who in 1809, at Newmarket, walked 1,000 miles in 1,000 consecutive hours. Looking across Stonehaven Bay, our destination, Dunnottar Castle, can be plainly seen. We also see the War Memorial erected by the people of Stonehaven. The memorial

is an extremely striking one in the form of an unfinished temple, and is erected on a hill some 200 ft. high. Cut on the inner side of the memorial are the following beautiful words:—"One by one death challenged them; one by one they smiled in his grim visage and refused to be dismayed."

Running down the steep brae we enter Stonehaven (or Stanehive), a pretty little seaside resort. Passing through, we ascend to higher ground with the fine woods of Dunnottar on our right containing the Parish Church, and, in its churchyard, the famous



THE MARISCHAL MAUSOLEUM, DUNNOTTAR KIRK, ERECTED IN 1582 BY THE FIFTH EARL MARISCHAL, AND LATELY RESTORED BY THE UNIVERSITY OF ABERDEEN

"Martyrs' Stone" relating to those Covenanters who perished while attempting to escape from Dunnottar Castle by descending the rock. About six miles beyond this is the hamlet of Kinneff, in the parish of which the regalia of Scotland lay hidden for some years. George Ogilvy, of Barras, as Lieutenant-Governor, held Dunnottar Castle for the King during its siege by Cromwell, and he had the regalia removed by the following stratagem. Mrs. Granger, wife of the minister of Kinneff, requested permission of Major-General Morgan, who commanded the besieging army, to visit Mrs. Ogilvy,

the lady of the Lieutenant-Governor. Having gained admission, she packed up the crown among some clothes, whilst the sword and sceptre were covered to form a sort of distaff for a mass of lint which, like a thrifty Scots matron, she was busily spinning into thread. The English general very politely assisted the lady to mount her horse, and her husband that night buried the regalia under the flagstones of his church, where they remained till the Restoration in 1660, when they were delivered to Mr. George Ogilvy, who presented them to Charles II. His reward was the title of baronet and a new coat of arms.

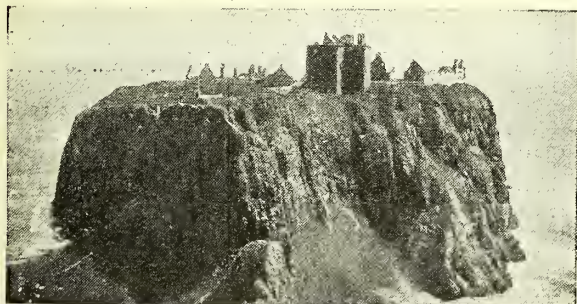
We are now at the lodge gates of the Castle, and Dr. Douglas Simpson, M.A., D.Litt., our eminent archaeologist and historian, will conduct our party over the ruins of the famous fortress. He has also kindly given us the following excerpt from his work "Dunnottar Castle, Historical and Descriptive."

By Douglas Simpson, M.A., D.Litt.

DUNNOTTAR means "the *dun* or fortress of the low country," and the name indicates that this great peninsulated mass of conglomerate rock, on three sides washed by the North Sea, was from the remotest times a place of strength and refuge for the inhabitants of the plain or "laigh" of the Mearns. It is, however, a remarkable fact that the excavations recently conducted on the site, so far as they went, yielded no relics definitely assignable to any of the three prehistoric Ages of Stone, Bronze and Iron.

Such an important early centre of population would inevitably attract the first Christian missionaries, and the position, on a storm-beaten, sea-girt promontory, was of a type specially loved by the austere fervour of the Celtic churchman. The fact that the earliest recorded church on the rock bore the name of St. Ninian, together with the presence of St. Ninian's Den and St. Ninian's Well in the immediate vicinity, and the discovery on a neighbouring rock of a group of sculptured symbol-stones belonging to a type frequently found at old Pictish ecclesiastical sites, all seem to indicate the influence of the pre-Columban Church that took its origin in St. Ninian's mission at the beginning of the fifth century.

During the wild period of the Viking invasions in the tenth century Dunnottar rock figured as a storm centre; and by the reign of William the Lion (1165-1214)

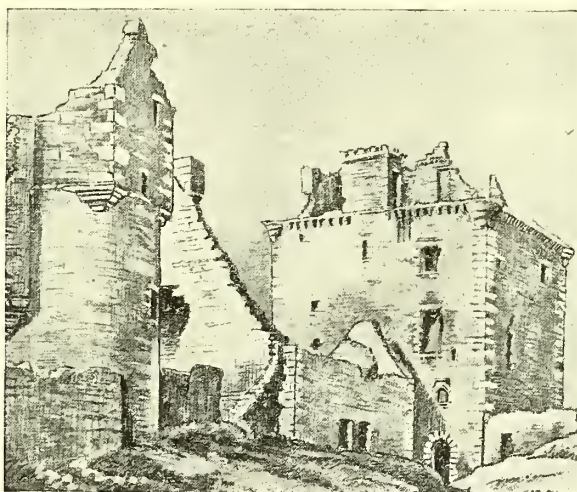


DUNNOTTAR CASTLE FROM THE SOUTH-WEST

it had become established as the administrative headquarters of the Mearns. The castle of that time, however, is not represented by any part of the present ruins; in fact, it was not a stone building at all, but a fortification of earthwork and timber of the kind in use during the Norman penetration of Scotland under the Canmore dynasty. Part of the *motte* or earthen mound which formed the keep of this early fortress still survives in the high knoll, known in the seventeenth century as the "mount-heid," which overlooks the gatehouse.

In the Wars of Independence Dunnottar Castle played an important part. It was held by the English and stormed by Wallace in 1297, on which occasion the

survivors of the garrison were buried alive in its chapel, where they had taken sanctuary. In 1326 Dunnottar Castle was again seized by the English but was besieged and captured by the Regent of Scotland, Sir Andrew Moray. During this second English occupation we hear for the first time of stone buildings, yet it is unlikely that any masonry of this early date survives in the present remains—with the exception of the chapel, in which the two southern pointed windows



WATERFORD'S LODGING, KEEP, ETC.

(From a Drawing by the late Dr. David MacGibbon)

may be identified as belonging to the early parish church of Dunnottar, consecrated in 1276 and burned by Wallace in 1297. The oldest portions of the military works appear to be the thick curtain wall at the entrance and the "great tower" or keep. These were probably erected by Sir William Keith, Marischal of Scotland, shortly before his famous dispute about the rock with the Bishop of St. Andrews, which was decided by a Papal Bull in 1395.

The rest of the buildings on the rock belong to the sixteenth and seventeenth centuries, and are mainly the work of George Keith, fifth Earl Marischal, the founder of Marischal College, Aberdeen. The whole group of buildings is an exceedingly interesting one, forming as it does an "epitome of nearly the whole history of domestic and castellated architecture in Scotland." Unfolded as a pageant before us we see here the gradual progress of civilisation from the earliest and rudest age, represented by the gaunt and weather-beaten old keep, to an age of comparative elegance and comfort, from which dates the quadrangle with its lofty halls and spacious galleries. We see also in the chapel the softening influence of religion pervading even the grim, stark fortress, and in the stables, smithy and other offices we can trace something of the manifold activities of its household. The whole forms a unique illustration of manners and customs in a by-gone time, and is of particular value owing to the good preservation of the ruins.

The two incidents for which Dunnottar Castle in its later history has become most famous are the gallant defence of the regalia or Crown jewels of Scotland against the army of Cromwell in 1651-52 and the tragic imprisonment of the Covenanters in 1685. From the end of May until the end of July in that year a party of 122 men and 45 women were confined in the Castle, and the place of their sufferings, the gloomy "Whigs' Vault," is still shown. George Keith, tenth and last Earl Marischal, having joined in the "Fifteen" rising, his estates were forfeited, and in 1718 Dunnottar Castle was finally dismantled.

(The photographs illustrating this article, except where otherwise stated, were taken by Mr. Fred W. Hardie, Aberdeen.)

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 1

WITH the end of the holiday season approaching there has been a gradual improvement in the volume of inquiry coming on the markets. The tone, almost without exception, is very steady and is now certainly better than at any time during the past year or two. Values are now being maintained, and the tendency to recover is gradually broadening. The weakness of the past in some of the bigger markets has at last been shaken off, and the improvements noted have brought with them a much better feeling. Sellers are now finding themselves on a level footing with buyers. In the pharmaceutical chemicals markets business has progressed on modest lines with little alteration in spot values to record. Home makers notify a further reduction for citric acid. A good deal of interest has been shown in some crude drugs, the Japanese products being prominent, particularly menthol. Senega is firm and shows a big recovery on the month. Cod-liver oil has been in demand for shipment on account of the possible new import tax. Cascara sagrada is very firm for shipment, and spot is dearer. There is a tendency for supplies to run short by the late autumn. In the essential oils section business has been rather more than average and some products in particular have been in active request. Java and Ceylon citronella are bright items and prices on spot and for shipment are dearer. Reports on the French lavender crop indicate that prices will at least be fully maintained. Sicilian lemon and orange have been of small interest. Active business has been done in Japanese peppermint for shipment, with values up on a firm market. The American oil shipment market is also firm with recent quotations withdrawn. An attempt to enhance values is being developed. Wormseed shows some recovery, and spearmint is steadier. There is good evidence that the recent general low level of prices has been left behind and a gradual return to economic values is anticipated. In coal-tar products business has remained slow except that carbolic acid crystals are receiving the beginning of the seasonal demand, and pitch is very firm and short.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 1	Value of the £
Amsterdam ..	Fl. to £	12.107	8.62	14/3
Berlin ..	Mks. to £	20.43	14.57½	14/3½
Brussels ..	Belga to £	35	25.00	14/3½
Copenhagen ..	Kr. to £	18.159	19.37½	21/4
Lisbon ..	Esc. to £	110	110	20/0
Madrid ..	Ptas. to £	25.22½	43½	33/9½
Milan ..	Lire to £	92.46	67½	14/5½
Montreal ..	Dol. to £	4.86½	3.87½	15/11½
New York ..	Dol. to £	4.86½	3.47	14/3
Oslo ..	Kr. to £	18.159	19½	21/11½
Paris ..	Fr. to £	124.21	88½	14/3
Prague ..	Kr. to £	164.25	117½	15/1½
Stockholm ..	Kr. to £	18.159	19.47½	21/5½
Warsaw ..	Zloty to £	43.38	31½	14/6
Zurich ..	Fr. to £	25.2215	17.89½	14/2½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

THERE is a steady flow of business for rather small quantities, and the general tone is well maintained. Spot values of imported products are in many instances still under replacement costs.

ACETANILID is steady, with the market quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL is at former rates; business is moderate: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins, carriage paid.

AMIDOPYRIN is rather dearer on the fall in sterling exchange rates; there may be spot sellers at less than replacement costs: crystals, two cwt., 18s. 3d.; less than two cwt., 18s. 6d. per lb., with powder 2d. per lb. extra.

AMMONIUM BENZOATE is about unchanged on a slow market: quoted from 3s. 4d. to 3s. 6d. per lb., as to quantity.

AMMONIUM ICHTHOSULPHONATE is steady and business is fair: one cwt., 1s. 6d., in 14-lb. tins; 1s. 7d. in 1-lb. tins; 1s. 9d. in 8-oz. tins; and 1s. 11d. per lb. in 4-oz. tins.

ASPIRIN continues in good request, with makers' and dealers' prices level and steady. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb., f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE is irregular on spot, with some sellers at well under replacement costs: spot, one cwt., 10s. 10d.; 56 lb., 11s.; smaller parcels, up to 11s. 4d. per lb.

BENZONAPHTHOL is quoted on spot at about 3s. 5d. to 3s. 6d. per lb., as to quantity.

BENZOIC ACID (B.P.).—A very fair business is being done; market steady: bulk quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. per lb., ex store, as to quantity.

BROMIDES.—Makers' prices are steady, with dealers quoting at competitive figures: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; smaller quantities, 2s. 1d. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; smaller quantities, 1s. 10d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb., net, without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE is quoted unchanged, while business is rather slow: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CALCIUM LACTATE is about steady, with a limited business passing: spot, one cwt., 1s. 1d.; 56 lb., 1s. 2d.; 28 lb., 1s. 2½d.; smaller parcels, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices are maintained: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars, one penny per lb. extra.

CHLOROFORM.—There is no change in makers' prices for home trade: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; 4-oz. bottles, 2s. 8½d. to 2s. 11½d., for ten cwt. down to 56-lb. lots; carriage paid on minimum cwt. lots.

CITRATES.—Makers' prices continue at the reductions notified last week.

CITRIC ACID (B.P. CRYSTALS).—Home makers have further reduced their quoted price to 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Second-hand parcels are offering at competitive prices.

CREAM OF TARTAR.—Home makers continue to quote 99 to 100 per cent. at 87s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are offering at about level prices.

CREOSOTE (B.P.) is steady but quiet: quantities in demi-johns, 2s. 1½d. and up to 2s. 3d. per lb. for small parcels.

CREOSOTE CARBONATE is of small interest: dealers quote spot from 8s. 6d. to 10s. per lb., as to quantity.

GUAIACOL CARBONATE is dearer to come forward on current rates of exchange; some spot offers may be cheaper: spot, one cwt., 8s.; 56 lb., 8s. 1d.; 28 lb., 8s. 2d.; smaller parcels, up to 8s. 6d. per lb.

HEXAMINE.—Gold standard prices for material to come forward are unchanged: five cwt., 1s. 8d.; two cwt., 1s. 8½d.; smaller parcels, up to 2s. per lb. Spot offers are rather irregular, with two cwt. about 2s. 3½d.; one cwt., 2s. 4d.; up to 2s. 8d. per lb. for small parcels.

HYDROQUINONE is quoted steadily by dealers; business fair: ten cwt., 4s. 8½d.; five cwt., 4s. 9½d.; two cwt., 4s. 10½d.; one cwt., 4s. 10¾d.; 56 lb., 4s. 11¾d.; 28 lb., 5s. 1¾d.; 14 lb., 5s. 3¾d.; 7 lb., 5s. 5½d. per lb., carriage paid.

LACTIC ACID (B.P.) is moving fairly well on a steady market: quantities in carboys, 1s. 5½d. to 1s. 6½d. per lb.; small lots, in demijohns and winchesters, 1s. 7d. to 1s. 8½d. per lb., carriage paid.

METHYL SALICYLATE (B.P.).—Makers' and dealers' prices are level; market steady and business very fair: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; smaller quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices are firmer with the fall in sterling rates of exchange: spot, two cwt., 19s. 4d.; one cwt., 19s. 9d.; 56 lb., 20s. 3d.; small parcels, 21s. per lb.

METOL continues steady on a rather quiet market: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in tins, bottles extra. Wholesale distributors' prices for small quantities at higher prices.

MILK SUGAR.—The market is competitive with Continental material at keen prices: one ton, 50s. 6d.; ten cwt, 51s. 6d.; two cwt., 53s. per cwt., in two-cwt. cases.

PARALDEHYDE has remained rather quiet: quantities in demijohns, 1s. 1½d.; cwt. kegs, 1s. 2d.; winchesters, 1s. 4d. per lb.; higher prices for small quantities.

PHENACETIN is rather irregular with occasional spot offers well under replacement costs on current rates of exchange; business quiet: spot, crystals, ten cwt., 5s. 4½d.; five cwt., 5s. 6d.; two cwt., 5s. 7½d.; and less, up to 6s. 3d. per lb., with powder 2d. per lb. extra.

PHENAZONE is offering on spot at varying figures with an occasional cheap parcel; dealer to come forward on current exchange: spot, crystals, ten cwt., 9s. 7½d.; five cwt., 9s. 10d.; two cwt., 10s.; and less, 10s. 4½d. per lb., with powder 2d. per lb. extra.

PHENOLPHTHALEIN is a competitive market with cwt. lots at about 3s. 6d. up to 4s. 3d. per lb. for small parcels.

POTASSIUM PERMANGANATE (B.P.).—The market is very steady, and business in small lots is fair: quantities in drums, 8½d. to 9d.; druggists' parcels, 9½d. to 10d. per lb.

POTASSIUM SULPHOGUAIACOLATE.—Dealers' prices are unchanged at 4s. 9d. to 5s. per lb., as to quantity.

PYROGALLIC ACID is steady and some occasional business is being done: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SULPHATE continues to be quoted by the Convention at 2s. 4d. per oz., carriage paid on bulk quantities.

RESORCIN is steady as quoted by dealers with business fairly satisfactory: crystals, one cwt., 4s. 6d.; 56 lb., 4s. 7d.; 28 lb., 4s. 8d.; 14 lb., 4s. 10d.; 7 lb., 5s.; less than 7 lb., 5s. 6d. per lb., with powder 3d. per lb. extra.

SACCHARIN is steady at the controlled price, with 550. 1 lb., 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Makers' prices are very steady and business is moving on a good scale: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL is steady at the agreed prices; business is limited: crystals, two cwt., 5s. 2½d.; one cwt., 5s. 4½d.; 56 lb., 5s. 6d.; smaller parcels, 5s. 7½d. per lb.; powder 2d. per lb. extra.

SODIUM BENZOATE (B.P.) is a keen market for any good sized business: bulk quantities, 1s. 7d.; cwt. lots, 1s. 7½d.; smaller parcels, up to 2s. per lb.

SODIUM DIETHYLBARBITURATE is dull and varies on spot: one cwt., 12s. 9d.; 56 lb., 12s. 10d.; 28 lb., 13s.; 14 lb., 13s. 2d.; 7 lb., 13s. 3d.; smaller parcels, up to 13s. 9d. per lb.

SIRYCHNINE.—Makers' prices are as follows. These rates came into operation on August 10.

	Small quantities		16 oz.	35 oz.
	Per oz.	s. d.	Per oz.	Per oz.
Pure, crystals ..	3	0	2 10½	2 10
„ powder ..	2 11		2 9½	2 9
Arseniate ..	2 11½		2 10	2 9½
Bisulphate ..	2 5½		2 4	2 3½
Hydrochloride ..	2 8½		2 7	2 ½
Hypophosphite ..	5 5		5 3½	5 3
Nitrate ..	2 6½		2 5	2 4½
Phosphate ..	3 6		3 4½	3 4
Sulphate ..	2 8		2 6½	2 6

350-oz. lots and 1,000-oz. lots at 2½d. and 3d. per oz. less than prices for small quantities, 25-oz. or one-kilo tins free, net, in 30 days, carriage paid on 1,000-oz. lots.

SODIUM SALICYLATE (B.P.).—Makers' and dealers' prices are steady, and business is moving on a good scale: home trade, powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d. per lb., with crystals 1d. per lb. extra.

SULPHONAL is about steady as quoted on spot by dealers: crystals, two cwt., 15s. 7d.; one cwt., 16s.; 56 lb., 16s. 3d.; small parcels, up to 17s. per lb., with powder 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Makers are quoting for home trade at 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Some spot lots in dealers' hands at keen prices.

THYMOL is quoted cheaper in some quarters on spot: synthetic, fine white, one cwt., 5s. 6d.; 56 lb., 5s. 7½d.; 28 lb., 5s. 9d.; 14 lb., 5s. 10½d. per lb.; ex ajowan seed, one cwt., 7s. 6d.; 56 lb., 7s. 7½d.; 28 lb., 7s. 9d.; 14 lb., 8s. per lb.

VANILLIN is quoted unchanged with isolated offers at slightly cheaper prices; business is quiet: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 18s. per lb., as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

AGAR-AGAR.—The market is fully steady and inquiry is rather better: spot, Kobe No. 1, 2s. 11d.; No. 2, 2s. 9d.; Yokohama, No. 1, 2s. 9d.; shipment, Kobe No. 1, 2s.; No. 2, 1s. 8½d.; Yokohama No. 1, 1s. 9d. per lb. c.i.f.

BALSAMS.—The spot value of *Tolu* is tending to harden up to 3s. 6d. per lb. Canada is quoted from 3s. 6d. to 3s. 9d. per lb.

BUCHU.—A steady but small business continues, and the market tends to harden, and higher prices are anticipated. Good green rounds, about 1s. 3d.; fair, 1s. 1d.; off colour, 11d. to 1s.; ovals from 9d. to 9½d. per lb., as to colour.

CAMPHOR.—The market for Japanese is dull but shipment tends to be dearer: spot, slabs, 2s. 4½d.; tablets, 3s. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10½d.; tablets, 2s. 3½d. per lb. c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb.* Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¼ oz. and ⅓ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CASCARA SAGRADA.—This market continues firm and tends to advance further. At the moment 1931 peel on spot is at 57s. 6d., and 1932 peel at 48s. to 50s. per cwt. Shipment is firmer, with offers withdrawn. It is reported that the crop of peel has been much less than usual owing to the low prices prevailing, and that stocks at origin are unusually low.

CHAMOMILES.—New crop is quoted in the region of 120s. per cwt.

CLOVES.—The market is steady and business moderate. Zanzibar, spot, 7½d.; shipment, August-October, 6½d. per lb. c.i.f. Madagascar, spot, 7½d.

The landings of Zanzibar in London during the week ended August 27 were *nil*, and the deliveries 29, leaving a stock of 1,305, against 695 in 1931. From January 1 to date landings of Zanzibar have been 4,401, against 1,516 in 1931, and the deliveries 5,083, against 1,840 in 1931. Landings of Madagascar for the week ended August 27 were *nil* and the deliveries five, leaving a stock of 1,471, against 1,231 in 1931. Landings of Madagascar this year to date have been 814, against 2,320 in 1931, and the deliveries 360, against 1,995 in 1931.

COCOA BUTTER.—Prime English is now quoted from 8½d. to 10½d. per lb., as to quantity.

COCONUT (DESICCATED) shows a good recovery and is now a steady market. Spot, fine, 23s. 6d.; medium, 23s.; shipment, halves, September-October, 22s. per lb., c.i.f.

COD-LIVER OIL.—In anticipation of the possible imposition of a further import tax there has been a good inquiry this week and business has been brisk. The market is firm, with finest Lofoten steam-refined, non-freezing medicinal oil at 87s. 6d. to 90s. per barrel, c.i.f., as to quantity. Spot is at about 100s. to 102s. 6d. per barrel.

ERGOT.—Russian is being offered in quantities on spot down to 1s. 3d., and more for small lots. Spanish new crop is quoted at about 1s. 5d. per lb., c.i.f.

GELATIN meets with a fair demand and dealers' prices are steady. Spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 8½d.; thin leaf, 1s. 7½d. per lb., in cwt. cases.

GINGER is steadier and rather better. Spot, West African, 23s. 6d.; for arrival, 21s. 6d. per cwt., c.i.f. sellers.

GLYCERIN (B.P.).—Chemically pure, double distilled, 1,260 a.g. is quoted as follows: twelve winchesters, 10d.;

six winchesters, 10½d.; three winchesters, 11d.; one winchester, 1s.; 1-lb. bottles, 1s. 2d. per lb. net, carriage paid, bottles extra.

IPÊCACUANA.—Although business is rather slow there is a tendency for this item to improve, and already some holders of Matto Grosso are suggesting 5s. per lb. for spot. The shipment market is reported firmer.

MENTHOL.—There has been substantial activity in the Japanese product and the shipment market closes lively and firm at dearer rates. K/S brands, spot is dull and nominal; shipment, October-December, 9s. 7½d.; January-March, 9s. 7½d. per lb., with business moving and values tending to move up.

MERCURY.—Spot material is being quoted in the region of £9 5s. to £9 12s. 6d. per bottle, ex warehouse.

PEPPER is about level on the week and the market is steady. Lampong, spot, 6½d.; shipment, August-October, 5½d.; October-December, 5½d., c.i.f.; Tellicherry, spot, 7d.; shipment, September-November, 6s., c.i.f. Aleppo, spot, 6½d.; shipment, September-November, 6½s., c.i.f. White Muntok, spot, 7½d.; shipment, August-October, 6½d.; October-December, 6½d. per lb., c.i.f.

PIMENTO shows a further advance and is now firm. Spot, 3½d.; shipment, September-October, 30s. 9d. per cwt., c.i.f. buyers.

RUBBER.—The market advanced early in the week, but has since fallen back a little, closing irregular. Total U.K. stocks 104,500 tons, against 137,184 tons a year ago. World stocks at July 31 totalled 571,419 tons, against 550,970 on July 31, 1931. Standard ribbed smoked sheet, sellers, spot, 3d.; September, 3d.; October-December, 3½d.; January-March, 1933, 3½d.; April-June, 3½d.; July-September, 3½d. per lb.

SAFFRON is fairly steady and some small business is being done. Spot, prime B.P., 55s.; extra B.P., 50s.; super B.P., 48s. 3d. per lb., and less for bulk quantities.

SARSAPARILLA has been quiet this week. Grey Jamaica on spot, 1s. 10d. to 1s. 11d., and native, mixed colours, 1s. 1d. to 1s. 2d. per lb.

SEEDS.—**ANISE.**—Spanish, 52s.; Turkish, 33s. 6d.; Russian, 35s. per cwt., ex wharf. **CANARY.**—Spot, Mazagan sold at 14s. 9d.; Tangier selling at 14s. 3d.; Kenitra, 13s. 6d. **LINSEED.**—Spot, Mazagan, 15s. and Morocco now 12s. 6d. **CORIANDER.**—Morocco, 1929 crop, 15s. 9d. to 16s. spot; wormy, 14s. to 15s. New crop for shipment offering at 16s., c.i.f. **CUMIN.**—Malta, spot, 35s.; Morocco, 32s. 6d. done. **FENUGREEK.**—Morocco, 15s. spot, and for shipment 10s. 3d., c.i.f. **CARAWAY.**—Dutch, on spot is offering much cheaper, 30s. now quoted. **MUSTARD.**—English, 21s. to 27s. 6d., according to quality. No extra bold quality offering.

SENEGA is keeping firm and business is moving on a fair scale. Spot is now in the region of 2s. 2d., with shipment holding up at 2s. 1d. per lb., c.i.f.

SHELLAC.—At a further advance the market is keeping steady. Standard TN orange, 67s.; fine orange, 82s. 6d. to 140s.; pure button, 82s. 6d. per cwt. For delivery, TN, October, 60s. 6d.; December, 61s. 6d.; March, 63s. 6d.; for arrival, TN, September-October, 58s. per cwt., c.i.f.

WAX (VARIOUS).—There has been a limited amount of small business done this week and values are fairly steady, with carnauba slightly easier. **CARNAUBA**, fatty grey and chalky grey, is quoted at 85s.; medium yellow is cheaper at 130s.; fine yellow, 145s. **CANDELLILA** is steady at 75s. per cwt. **SPERMACEIN**, steady at 9½d. per lb. spot. **PARAFFIN** is about steady from 22s. 6d. to 50s. per cwt., as to melting point. **CERESIN** is quoted from 35s. to 80s. per cwt., as to colour and melting point. **BEES'** is about steady, with the market quiet: bleached, discs, £7 10s.; slabs, £7 5s.; yellow refined, £5 12s. 6d.; yellow crude, 97s. 6d. per cwt. spot.

Essential Oils, etc.

THERE is a steady business of small orders moving for most products, and the general tone is healthy. Java and Ceylon citronella are firm and dearer. Japanese dementholised peppermint is active for shipment at higher prices, and the American oil is firmer and dearer for shipment. Wormseed is better, and spearmint is firmer.

ANISE (STAR).—The market is steady but business has been poor this week: spot, "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9½d.; in drums, 1s. 9d.; shipment, in leads, 1s. 8d.; in tins, 1s. 7½d.; in drums, 1s. 6½d. per lb. c.i.f.

BERGAMOT.—The standard price for spot continues at 9s. 6d. per lb., but there may be sellers of quantities at slightly less.

BOIS DE ROSE.—There is little doing on spot, with Cayenne quoted at about 9s. 3d. to 9s. 6d. per lb.

CAJUPUT.—Spot rectified material is offering on spot at about 2s. 4½d. per lb.

CARAWAY.—Continental twice rectified is available on spot at about 7s. 6d. to 8s. per lb., as to quantity, and crude at 5d. per lb. less.

CASSIA is a steady item with spot holding at 3s. 9d. to 3s. 10d., and shipment quoted at 3s. 1½d. per lb. c.i.f.

CITRONELLA.—This market is again dearer and the tone is firm, with available supplies considerably less than was anticipated. Java is fully 3s. on spot, and is selling well, with shipment about 2s. 8d. per lb. c.i.f. Ceylon is also dearer, with spot firm at 1s. 10½d. to 1s. 11½d. per lb., as to quantity and shipment at 1s. 8½d. to 1s. 9½d. per lb.

CLOVE.—Madagascar is rather cheaper on spot at 3s. 6d. to 3s. 8d. per lb. as to quantity, with shipment about 2s. 7½d. per lb. c.i.f.

EUCALYPTUS is unchanged on quotation at former rates, with little movement.

GERANIUM.—Business is slow with Bourbon on spot about 22s. 6d. per lb., and Algerian at about 24s. per lb.

LAVENDER.—Reports to hand regarding French new crop indicate that the price will be in the region of 9s. to 9s. 6d. per lb. for good brands.

LEMON has met with occasional business and the spot market value for Sicilian hand-pressed depends on the brand and seller more than on the quantity. Offers are from 4s. and even less, up to 5s. 3d. per lb., and shipment from 4s. to 5s. per lb., c.i.f. Californian, spot 57 cents per lb., in drums.

LEMONGRASS is maintained at last week's better figure of 2s. 3d. per lb., with shipment at 2s., c.i.f.

LIME is in some moderate request, with genuine West Indian distilled quoted in the region of 35s. per lb., spot.

ORANGE has been on the quiet side. Sicilian sweet, on spot, about 7s., and shipment about 6s. per lb., c.i.f. We t Indian, hand-pressed, 5s. 6d. per lb., c.i.f. French Colonial, 5s. 9d. per lb., c.i.f. Californian, spot, 80 to 90 cents per lb., as to quantity.

PALMAROSA is steady as quoted on spot at about 8s. 6d. to 8s. 9d. per lb., as to quantity.

PEPPERMINT.—The Japanese product has attracted attention this week and prices are dearer, with the market firm. On spot, 3s. 7½d.; shipment is active, with October-December about 3s. 5d. and January-March 3s. 4½d. per lb., c.i.f. The position of the American shipment market is firmer, and at the moment it is difficult to get offers with all recent quotations withdrawn. Something in the region of 1 dollar 90 cents, c.i.f., is anticipated.

PETITGRAIN is unchanged and quiet: spot quoted from 4s. 3d. to 4s. 4d. per lb.

ROSEMARY.—Spot is offering in the region of 1s. 9d. per lb. New crop for shipment is 1s. 3½d. per lb., c.i.f.

SPEARMINT.—This market tends to improve with American peppermint, with spot now at 7s. 9d. to 8s. per lb., as to quantity.

SPIKE.—Spot supplies of Spanish are at from 3s. per lb. New crop would work out at about 2s. 10d. per lb., landed, for quantities on current rate of exchange. We are officially advised that this oil is not considered to come within the recently exempted article "lavender," and that it will continue liable to the 10 per cent. import duty.

WORMSEED.—The spot value tends to recover further to about 10s. 9d. per lb. on account of the dearer shipment quotation of 1 dollar 65 cents, c.i.f.

The following quotations are current for synthetics, etc.: Acetophene, 6s. 3d. to 6s. 6d. per lb.; amyl acetate, pure, 125s. per cwt.; technical, 115s. per cwt.; amyl salicylate, 2s. 2d. per lb., in cwt. lots; aubepine, ex para cresol, 9s. to 9s. 6d. per lb.; benzaldehyde, f.f.c., 2s. 1d. to 2s. 4d. per lb.; benzyl acetate, f.f.c., 1s. 5d. to 1s. 8d. per lb.; benzyl alcohol, 1s. 7d. to 1s. 9d. per lb.; bromystrol, 100 per cent., 12s. to 12s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citrol, chemically pure, 7s. 6d. to 7s. 9d.; coumarin, 13s. to 14s. per lb.; ethyl phthalate, 2s. 8d. to 2s. 9d. per lb.; eugenol, 7s. 10d. to 8s. 6d. per lb.; geraniol, ex palmarosa, 16s. to 18s. per lb.; heliotropin, 100 per cent. crystals, remains at the recent reduction of 4s. 11d. to 5s. 9d. per lb., as to quantity; iso eugenol, 10s. 6d. to 10s. 9d. per lb.; methyl anthranilate, 6s. 6d. to 7s. 6d. per lb.; mirbane, 8½d. to 10d. per lb.; musk ketone, 29s. 10d. per lb., with bonus for quantities; phenyl ethyl alcohol, 8s. to 8s. 6d. per lb.; safrol, 2s. to 2s. 6d. per lb.; terpineol, 1s. 3d. to 1s. 6d. per lb.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Delayed Payments

SIR,—I have read with interest the letter by "Merchant," and the article by "Manufacturer" under this heading in two recent issues of the *C. & D.* A further abuse of the credit system which merits notice is the following:—Traders receive accounts on which, say, 5 per cent. discount is allowed for payment on or before the 7th, 15th, or other date of the following month, and in many cases deduct this amount when settling the account some months late—without murmur from their creditor if they are good customers. Is this fair to the honest men who pay "on the dot" in order to obtain their discount, and have consequently additional capital outlying for this purpose? It is only just to these promptly paying customers that one should refuse discount to the tardy ones.—I am, etc.,

A PAYING SCOT (29/8).

SIR,—I welcome the letter of "Merchant" on the subject of "Delayed Payments" (*C. & D.*, August 20, p. 219). As a retailer who has had considerable experience in the trials of a credit business, I consider that there should be a legal limit for credit, say three months, after which no more credit should be allowed to the customer, not only by the particular trader but by anybody. Such a system would not only enforce prompt payment by those customers who are able to pay, but delay to do so, but would also prevent those who practise the art of living on credit from running up accounts with little or no prospect of paying—and some of them, I am afraid, with no intention of doing so. The amount of labour and expense involved in sending out monthly accounts in a retail business, frequently accounts rendered month after month for a few shillings, entirely does away with any profit there may have been on the sale, even if the account is collected in the end. And if it is not paid the smallness of the amount renders it equally unprofitable to take proceedings for its recovery.—Yours faithfully,

BITTEN (30/8).

Contamination in Crude Drugs

SIR,—In his letter on "Mist. Cret. c. Opio, N.I.F." (*C. & D.*, August 13, p. 172) Frank English says that tragacanth and acacia may contain dormant "low life" which may come into life in the presence of water, starch and sugar. He attributes this to the fact that these gums reach us from hot climates, contaminated with low fauna of the desert, sand and other unclean matter. It has often occurred to me that with all our modern ideas of sterilisation we still take no notice of the possibility of diseases being contracted from infected natural products. In the drug trade the various roots, barks, leaves, etc., come to us as they are collected, and we have no real guarantee of the conditions under which they are picked and packed. For example, some grades of senna pods are sold to customers just as they arrive; half a dozen or so are placed in a cup, the person pours water on them with their accompanying extraneous matter, if any, and drinks it. If these drugs have been handled by unclean natives in their country of origin, a more direct source of infection could not be found. I have on one or two occasions found foreign matter in parcels of drugs about which the less said the better. The same thing applies to some imported fruits. It seems surprising that so many regulations should be made to ensure cleanliness in some articles (e.g., meat and milk), and yet other and worse things pass unnoticed, the most flagrant case in this country being the delivery of bread at the door from open carts.

Faithfully yours,

STERILISE (23/8).

Education in Salesmanship

SIR,—Although your correspondent "Salesman" (*C. & D.*, August 20, p. 220) deprecates the use of the "magnetic eye" and the dominating attitude adopted by the followers of some schools of salesmanship, yet he uses the phrase "methods of attack." Although I have to earn my living by selling goods in a chemist's shop, yet there are perforce occasions when I want to purchase something, and in my turn I become a customer. I am too old to put out of countenance by a magnetic eye, or to suffer an inferiority complex at the will of a dominating salesman; but I do not go into a shop to be attacked, I go to be served, and the transaction should be completed on an equality basis with satisfaction to both parties. There are occasions when the goods required are not in stock, and it is then open to the salesman to display what he has and to explain their value; but unfortunately in many instances when the customer does not respond the salesman is apt to become annoyed, and to attempt to bully the customer into making a purchase. In such cases I think it is better not to press the selling talk too far, as one may drive away a customer for good.

Yours, etc.,

ALSO SELLING (29/8).

An Aberdeen Reminiscence

SIR,—Your Aberdeen correspondent's remark (*C. & D.*, August 20, p. 174) that Dr. Gordon's salary was £10 10s., including drugs, reminds me that less than a century ago an old practitioner in Aberdeenshire carried his stock of drugs in his waistcoat pockets "morphy" in one and "calomy" in the other, and he boasted he could cure anything with these two "drugs." One wonders what would have happened if he had gone to the wrong pocket!—Yours, etc.,

ANOTHER ABERDONIAN (1/9).

Dispensing Notes and Difficulties

Dose of Tr. Strophanthi

SIR,—Some time ago a N.H.I. prescription was dispensed with 110 doses of tr. strophanthi three times a day. I wrote to the prescriber; he replied on the back of my note, "Never give less."—Yours truly,

DISPENSER (30/8).

A Base for Suspension

SIR,—Can you please inform me the correct method of dispensing the following mixture?

Potass. iodid.	...	...	...	5j.
Creosot. carb.	...	...	...	5ss.
Ext. glycyrrh. liq.	...	...	...	5ss.
Aq.	...	...	...	ad 3viij.

Yours faithfully,

SEC. ART (26/4).

[Creosote carbonate is a thick oil-like liquid, insoluble in water. Liquid extract of liquorice is thrown out by acids and in solutions of most salts. It should always be prescribed with neutral or weak alkaline solutions. The chief constituent is glycyrrhizin, a substance consisting of the calcium and potassium salts of glycyrrhizic acid. To make a reasonable mixture add the creosote carbonate to one drachm of pulv. tragacanth. co., mix well, add water, and proceed as for an emulsion. Dissolve potassium iodide in 2 oz. of the water. Mix the liquid extract with another 2 oz. of water. Mix the latter with the former and add the potassium iodide solution last. Put a "Shake the

bottle" label on the bottle. The mixture can be made by using gum acacia in powder, about three drachms, but the result is not quite so presentable. A suspension of the salt is wanted and not precisely an emulsion. Tragacanth is more suitable when ext. glycyrrh. is a constituent.]

A Slow Change

SIR,—I made up the following mixture from a specialist's prescription, and after standing a short time the mixture remains full of ammonia vapour. Please explain cause and remedy:—

Ammon. bromidi ...	...	gr. viii.
Potass. cit. ...	...	gr. xx.
Sodii bicarb. ...	...	gr. xv.
Magnes. carb. pond. ...	...	gr. xv.
Spt. chloroformi ...	...	℥. x.
Aq. menth. pip. ...	ad	3 s.

Yours faithfully,

W. L. C. D. (7/11).

[There appears to be no decomposition in this mixture on first glance. When plain distilled water is used there is a distinct smell of ammonia on the fourth or fifth day. The amount is small and is covered by the peppermint. This is caused by the alkali ions produced on standing, or by the hydration of the sodium bicarbonate. Sodium bicarbonate very frequently contains small quantities of sodium hydroxide. Whether the ionisation of the potassium citrate in water would give this result with ammonium bromide is a subject for testing, but solutions are frequently strongly alkaline. There is nothing that you can do in this case if you have used pure chemicals. If your potassium citrate is on the acid side the bicarbonate will neutralise it. It would be wise to inform the customer that the taste might change if the mixture is kept for some time.]

Legal Queries

K. C. L. (4/8).—Liquid preparations containing 1 per cent. of carbolic acid, provided they are not sold as carbolic or carbolic substitute or disinfectant, do not come within the Poisons Schedule, and, consequently, are not subject to any special regulations regarding labelling, etc.

E. A. (8/4).—If your design refers to a single preparation, the latter is liable to medicine-stamp duty on that ground. If, on the other hand, it belongs to a series of different articles, liability is not thus incurred. The use of the word "speciality," or its plural, is in itself sufficient to render liable all preparations so designated.

N. H. R. (12/1) is a director of a private limited company and a member of the county council. For many years past his company has, in rotation with other chemists in the town, supplied goods for the local poor law institutions. He has now been informed by the Town Clerk that, having regard to Sec. 144 of the Poor Law Act, 1930, no further contracts can be placed with the company. Is this the legal position? [The section referred to states that "it shall not be lawful for any member or officer of a county or county borough council . . . in his own name, or in the name of any other person, for his own profit, to supply any goods or materials for the use of any workhouse or otherwise for the purpose of the relief of the poor . . . or be concerned, directly or indirectly, in supplying any such goods or materials or in any contract relating thereto." This would appear to uphold the Town Clerk's contention; but, in our view, the matter is open to doubt, having regard to the decision of the House of Lords in the case of *Lapish v. Braithwaite* (1926, A.C. 275). In that case, it was held that a person who was a managing director of and a shareholder in a limited company, and was paid a fixed salary, was not disqualified from acting as a member of the council with which his company had contracts. That case, however, turned upon the Municipal Corporations Act, 1882.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. W. (6/68).—The following formulas are taken from an article on toilet preparations published in *The Chemist and Druggist* Diary, 1930:—

Liquid Nail Polish

Pyroxylin (quite dry)
or preferably celluloid or celloidin .. 2.5
Gum sandarac .. 2.0
Acetone .. to 100.0
This is tinted with cosin.
The remover is naturally acetone.

Cuticle Remover

Caustic potash .. 1 part
Glycerin .. 10 parts
Water .. 40 parts
Perfume .. as required

The natural heat of the body readily softens the coconut oil when applied; this oil quickly softens the hard skin, allowing it to be easily wiped away with a soft cloth.

Nail Polish and Powder

Finest powdered silica .. 800 gm.
Talcum, extra fine .. 180 gm.
Starch rice .. 70 gm.

The powder is tinted with a solution of eosin and perfumed suitably rose or muguet.

H. T. (4/78).—An artificial manure for carnations can be made as follows:—

I
Calcium superphosphate .. 2 parts
Ammonium sulphate 1 part
Apply at the rate of 4 to 6 oz. to 1 square yard.

II
Potassium nitrate .. 1 part
Potassium phosphate 2 parts
Dissolve $\frac{1}{2}$ oz. in 1 gallon of water for use as a stimulant.

III

Superphosphate (30-32 per cent. soluble) .. 44 parts
Fine bone meal .. 34 parts
Potassium sulphate .. 14 parts
Ammonium sulphate .. 20 parts

Apply 8 to 9 lb. to 43 square yards.

C. S. (10/88).—DANDRUFF LOTION.—The active principle in this lotion (of Canadian origin) is apparently resorcin acetate. It contains in addition approximately 15 per cent. of alcohol as well as a trace of bay rum. The following formula would yield a somewhat similar preparation:—

Resorcin acetate .. 2.0
Alcohol .. 15.0
Oil of bay .. 0.5
Water .. to 100.0

Mix, set aside, then filter through talcum. The colour is rather deep, and it appears to be tinted with methyl orange judging by its reaction with hydrochloric acid.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," September 15, 1882

The British Association

Dr. Siemens did not do justice to the very interesting matter of his presidential address by its delivery. . . . Dr. Siemens thinks that the electric light will take its place as a public illuminant, and that even though its cost should be found greater than that of gas, it will be preferred for the lighting of drawing rooms and dining rooms, theatres and concert rooms, museums, churches, warehouses, showrooms, printing establishments and factories, and the cabins and engine rooms of passenger steamers; but he believes that gas "will hold its own as the poor man's friend."

HOWARDS' ASPIRIN TABLETS

During
SEPTEMBER and OCTOBER
only

A SPECIAL

BONUS

of 48 x 10d. bottles
will be given FREE
with orders for 2 gross
25's or equivalent

**HOWARDS'
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TABLETS**

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Show is made.*

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EXTRA BONUS

A new and very elegant package of Howards' Aspirin Tablets, suitable for ladies' handbags or for the pocket, is now available in the form of a round Beetle box containing 16 Howards' Aspirin Tablets. The retail price is 9d. each, and to introduce this line to the trade an EXTRA BONUS of one-dozen will be given FREE, in addition to the above special bonus, with each two-gross window-display order for Howards' Aspirin Tablets.

**This offer gives the Pharmacist the highest
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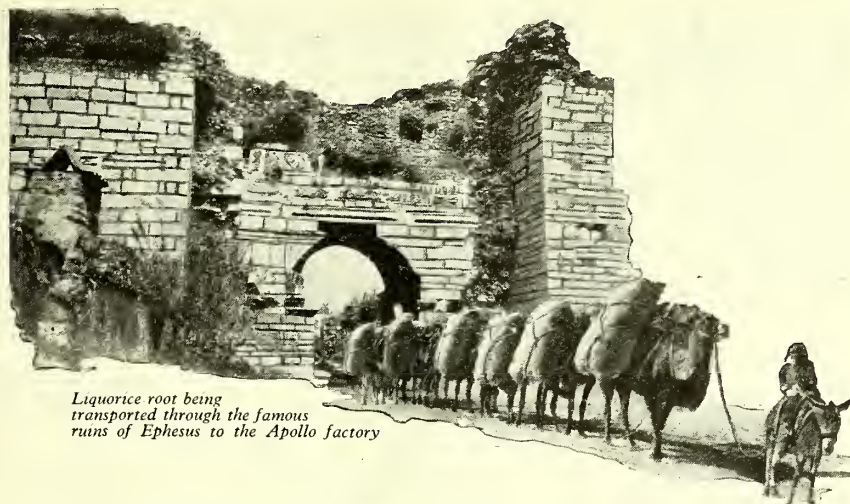
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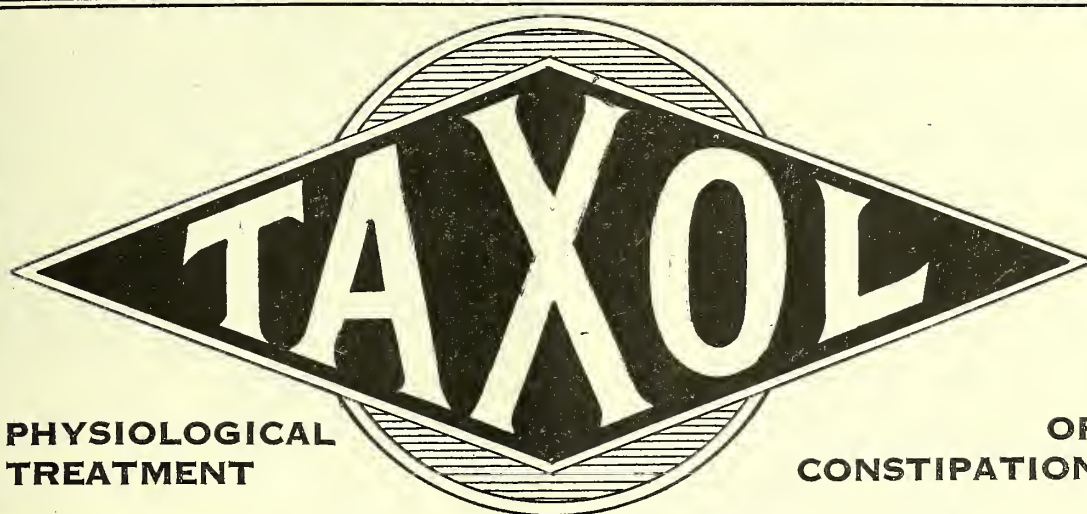
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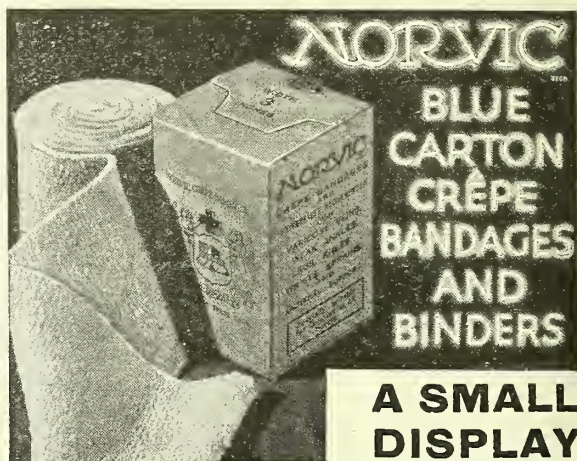
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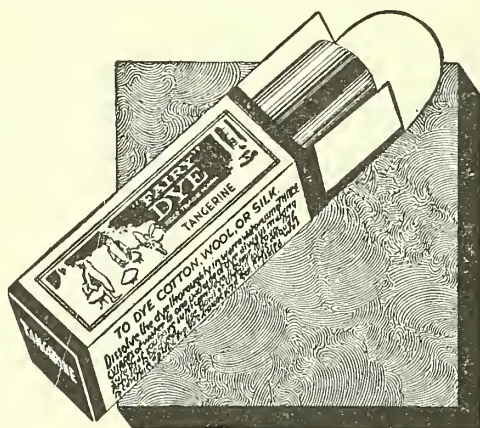
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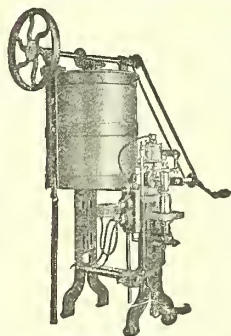
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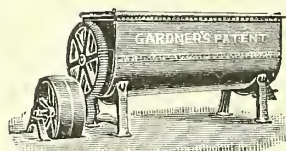
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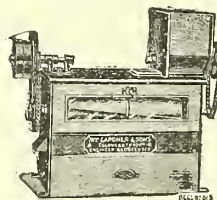
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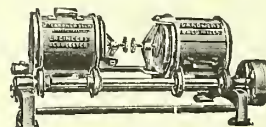
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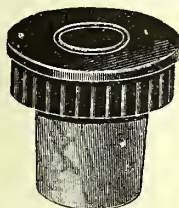
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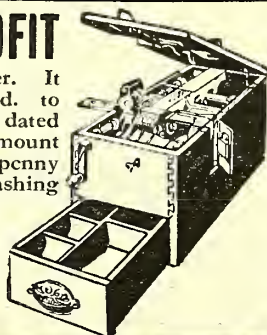
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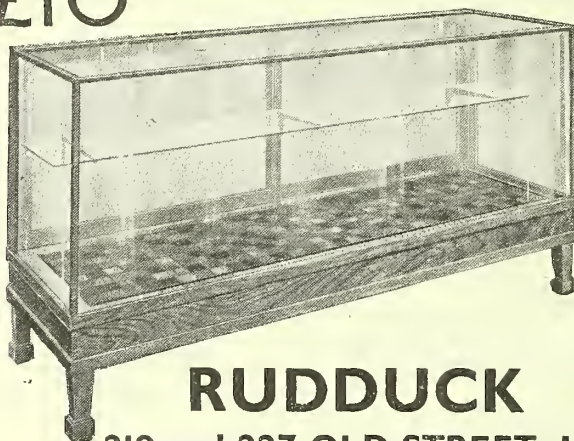


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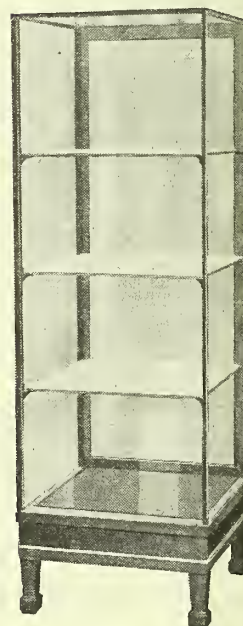
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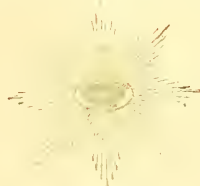
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SEPTEMBER 3, 1932

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(C13) LONDON, S.E.—Drug Store and mixed business for disposal showing average returns of approximately £4,000 per annum. Freehold property, which includes living accommodation, also available; owner retiring; further particulars in confidence to bona fide prospective purchasers. (Visited and recommended.)

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The ASSOCIATION of MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL

PARKIN S. BOOTH, Valuer. Tele.: CITY 1261-2-3-4.

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BIRMINGHAM (Residential Suburb).—Large, well-fitted and fully-stocked Pharmacy on busy main road, with living accommodation over and behind; Kodak Agency; excellent opportunity for man with capital to increase; takings at present £25-£30 per week; genuine business, established 10 years. Full details willingly supplied to bona-fide inquiries. 268/9, Office of this Paper.

BLACKPOOL.—Old-established Business for disposal; suitable for Chemist-Optician; neglected, and scope for improvement under a proprietor's personal attention; good N.H.I. and all the year round trade; good house, with separate entrance attached; £700. 261/28, Office of this Paper.

Re N. and G. M. COOKE, DECEASED.

BOLTON, LANCs.—Well-known Chemist and Druggist Business; established 1878; thickly populated district; well-fitted corner shop with upper rooms and store cellars and 4-roomed house adjoining, from which a Wholesale Business is conducted; total returns for 1931 amount to £3,400; probably capable of extension; price (inclusive of property, fittings and business) £1,000; stock (about £500 to £600) at valuation; a very sound proposition; investigation invited; must be sold owing to death of owners. Apply Thomas Crompton & Son, Auctioneers, 4 Fold Street, Bolton.

BOURNEMOUTH.—Lock-up Pharmacy; Kodak Agency; near sea; reasonable price on scrutiny. 267/39, Office of this Paper.

COLWYN BAY.—Old-established Chemist's Business for immediate disposal in main thoroughfare; lease can be arranged; good stock and exceptional good fixtures. For further particulars, apply Mr. Parkin S. Booth, 2 Bixteth Street, Liverpool, or Mr. H. Tudor Hughes, Regent Chambers, Llewellyn Road, Colwyn Bay.

DURHAM COUNTY.—£7 week net profit; price £450; freehold if required £650; modern front; four windows; nicely fitted; opening for Optics; full particulars on banker's reference, or interview; ill health cause of sale. 267/18, Office of this Paper.

EAST ANGLIA (Small Market Town).—Good-class Retail; returns £1,100; neglected through ill health; good house and garden; rent £85; lease granted; well-fitted pharmacy; stock, fixtures and goodwill £750. 267/6, Office of this Paper.

KENT.—Well-established village Pharmacy in growing district; unopposed; Kodak and Ucal Agencies; returns average £20 weekly, increasing; rent £50 per annum; long lease, 17 years at same rental; price £800, or offer; no triflers, please. 267/21, Office of this Paper.

LEICESTERSHIRE.—Light Retail and Dispensing; Kodak Agency; N.H.I. 300 per month; lock-up shop and warehouses; £250 for business, £150 for property, freehold, or would let; exceptional opportunity for young man. 264/6, Office of this Paper.

LONDON.—City Business; established over 100 years; splendidly positioned; valuable Prescribing, Dispensing, and Photography; Optics also established; gross profits £700 yearly for last 3 years, as per audited accounts; can be acquired quick sale for £700; great opportunity, especially for one with optical experience. 265/3, Office of this Paper.

LONDON.—Newly-opened Business in thickly populated district just for the price of stock and fixtures as owner cannot give it his personal attention; would be prepared to let part cash remain or may consider a co-partnership. 266/21, Office of this Paper.

LONDON, N.—General Retail Business for Sale with N.H.I.; opened six months; present takings £12-£13 per week; 21 years' lease; rent £60 per annum inclusive; no near opposition; scope for increase under personal supervision; stock about £150; fixtures £150; vendor has other interests; price asked £2450, or near offer. 266/23, Office of this Paper.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366

CHEMISTS' VALUER & TRANSFER AGENT

34 Marksbury Avenue, Richmond, Surrey

VALUATIONS for sale, purchase, probate and Income Tax purposes, personally undertaken in all parts of the British Isles, at lowest fees.

ACCOUNTS audited. BALANCE SHEETS certified.

Absolute privacy guaranteed in all transactions.

LONDON, W.—Good-class Business in busy shopping centre; respectable living accommodation; low rent on old lease; recently opened, but doing good turnover; immense scope for increase under proprietor with initiative; reasonable price asked for quick sale. Full investigation invited. 266/17, Office of this Paper.

NEAR WAKEFIELD.—Neglected old-established Drug Business for disposal by reason of old age of the owner; suitable for a Chemist; good scope for improvement, and National Insurance and Optics could be added with advantage; £240 all in if sold within the next 14 days. 268/29, Office of this Paper.

NORFOLK.—Owing to illness of owner a good profitable Business is for Sale; double-fronted lock-up shop, well fitted; rent and rates about 16s. weekly; turnover last year £1,200; scope for increase in Optics and Dentistry; Kodak Agency. Apply 264/31, Office of this Paper.

SOUTH COAST.—Working-class Family Business; established nearly 7 years; takings last 3 years averaged £1,800; also Branch half a mile away; splendid opportunity for expansion in capable hands; will sell together or separately; terms to be arranged. Apply "Genuine," 264/24, Office of this Paper.

SOUTH WALES.—Chemist's Business, including Poultry Foods, etc., Wines, Spirits; industrial area; for immediate sale would accept considerably less than value stock and fittings; large premises on favourable terms, partly purchase, partly lease; turnover last year over £3,700; would sell without Wine Business if desired; price for complete stock and fittings £1,300; good house; garage; businesses easily worked with girls; address sent to genuine inquirers. 267/26, Office of this Paper.

A SOUND Business in Essex town to be sold quickly for genuine reason; returns average £1,500 per annum; main road lock-up pharmacy; rent £35 per annum; on lease; rates £11 to £12; good-class residential district; stock and fittings worth about £350; price £550, or near offer. Apply Minister, 209/481, Office of this Paper.

CHEMIST'S Shop; stock being removed and closed temporarily; small sum accepted for fittings; lock-up (shop and room); low rent; exceptional opportunity for one wishing to start; Crystal Palace district. Reply to "Chemist," 116a New Kent Road, S.E.1.

EXCELLENT opportunity for live man; neglected Business at Bournemouth, near sea, in best part of town; stock and fittings worth £500; will accept £200 for cash; lease or yearly tenancy; low rental. Apply in first instance to "Chemist," 83 Barnsbury Road, London, N.1. 'Phone: North 1224.

FOR DISPOSAL.—Chemist's Business; recently established in residential district N.W. London, taking £15-£17 a week, increasing, with additional scope for Optics (no opposition); lock-up shop with small room; well fitted and stocked; rent £100 a year; lease 18 years to run; price £450. 267/40, Office of this Paper.

OWNER RETIRING.—Old-established Business in Yorkshire; large turnover at good profits; Agricultural, Family and Photographic; every help given to buyer. Particulars to buyers only. 264/27, Office of this Paper.

SUIT young qualified man or woman; genuine, progressive Business; audited accounts; pleasantly situated in Brighton; well fitted and stocked; in busy main road; central; nearest to large residential neighbourhood; capable of great increase; Kodak Agency; price £600 inclusive, or valuation; part could remain. 267/36, Office of this Paper.

£275 BUYS genuine Working-class Retail Business on borders of Hertfordshire and close to Waltham Cross; drastic ill health of wife makes immediate sale imperative; returns £12 weekly and N.H.I. scripts 2,000 yearly; very profitable; small compact house; rent £40. Apply "Station," 209/482, Office of this Paper.

FINANCIAL.

AN established business seeks an active Director; investment £850-£1,000; salary and share of profits; excellent prospects for the right man; not essential qualified, but understanding advertising and mail order would be a feature. Apply 266/26, Office of this Paper.

E. BROWN, L.N.A.A.

Chemists' Stocktaker and Licensed Valuer,
21 DAVENPORT RD., HAZEL GROVE, STOCKPORT
 Stocktaking for Income Tax and other purposes. Valuations
 for Probate, Purchase, Sale, etc.
 Personal Service. Inquiries invited.

PARTNERSHIP.

CHEMIST with capital to establish Manufacturing Business;
 good opportunities. P.C.B. 47/8, Office of this Paper.

PREMISES TO LET.

DEAL—In High Street, double-fronted shop premises, with
 good living accommodation, bathroom, electric light and
 gas; entirely rebuilt and redecorated; excellent opening for
 qualified Chemist and Optician, with Photographic sundries; to
 be let on lease, £75 per annum to suitable tenant. Apply
 Thwaites (owner), 204 High Street, Deal.

EXCELLENT opening for Medical Man requiring Country
 Practice. Apply 266/7, Office of this Paper.

SHOPS to Let, reduced rentals, fronts fitted, in new parade
 in midst of dense working-class area; large floor area;
 special rental £100 per annum; opening for most trades. Well
 Hall Parade, Well Hall Road, Eltham, S.E.9, or Laings,
 296 High Holborn, W.C.1. Phone: Holb. 6086.

TO LET, new Shops, Bishop's Road, near Paddington Station;
 £120-£150 exclusive. Apply, Surveyor, G.W.R., 153 West-
 bourne Terrace, W.2.

TENDERS.

SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE Committee of Visitors invite Tenders for the supply of
 Drugs for the six months ending 31st March, 1933, for
 which sealed tenders are required not later than 1st October,
 1932.

For form of Tender apply, enclosing stamped, addressed
 envelope, to the Clerk of the Hospital, Severalls, Colchester.

Sealed tenders must be addressed to the Committee of Visitors,
 Severalls Mental Hospital, Colchester.

The Committee do not bind themselves to accept the lowest
 or any Tender.

AGENCIES.

ADVERTISER has eight salesmen covering England and
 Wales desires one other Agency on commission; now repre-
 senting well-known house. 209/479, Office of this Paper.

AGENCY required by established house manufacturing well-
 known and nationally advertised commodities, with
 Travellers covering the whole country, calling on Chemists and
 Hairdressers; suitable lines for these trades to work in con-
 junction with present business; several thousand accounts open.
 Apply 264/8, Office of this Paper.

A GOOD opening occurs for a Commission Agent with ability
 to place a little known series of five Specialities on South
 Coast, commission paid weekly; lines selling from John O'Groats
 to Land's End (where placed); commission paid weekly.
 208/474, Office of this Paper.

COMMISSION Agent with good trade connections required
 in every county by first-class manufacturers to carry
 Cosmetics and Pharmaceutical Preparations. State age and
 experience. Write 264/39, Office of this Paper.

PATENTS.

THE Proprietors of British Patent No. 258,203, entitled "An
 Improved Process for the Production of Symmetrical
 Di-aryl-guanidines," and No. 359,518, entitled "An Improved
 Process for Producing Diarylguanidines," desire to arrange for
 the commercial working of these Patents by Sale outright or by
 Licences granted on participating and reasonable terms. Par-
 ticulars obtainable from Technical Records, Ltd., 59/60 Lincoln's
 Inn Fields, London, W.C.2.

APARTMENTS.

RESIDENTIAL CLUB FOR GENTLEMEN.

HAMPDEN CLUB, Hampden Street, N.W.1, close
 to King's Cross Station. Large club rooms.
 300 bedrooms and bed-sitting rooms, 15s. to 25s.
 per week. Illustrated Prospectus, Secretary. Museum
 3424.

BUSINESSES WANTED.

CHEMIST wishes to purchase privately a Business doing
 turnover between £2,500-£5,000; strict privacy will be
 observed; banker's reference will be sent in first instance; now
 free to interview. Write "Chemist," Bursley, Scarsdale
 Avenue, Derby.

CHEMIST, with capital for immediate purchase, requires
 sound Business, preferably between London and Derby;
 turnover £2,000-£4,000, with reasonable overheads; all infor-
 mation treated in strict confidence. Apply 209/483, Office of
 this Paper.

DRUG Store wanted; good position; Home Counties; must bear
 investigation. Smith, 32 Squirrels Heath Lane, Horn-
 church, Essex.

DRUG and Herbal Stores wanted, with small house attached,
 by advertiser personally, in London or suburbs; must be
 cheap with low rent and expenses; a genuine small business
 required. Replies, with details, which will be treated in con-
 fidence, to P.C.B. 47/7, Office of this Paper.

ORRIDGE & CO. are in need of Businesses returning upwards
 of £40 weekly in Ealing, Wimbledon, Kew, Richmond,
 Acton, Barnes, and West and South-West Districts. Apply 56
 Ludgate Hill, E.C.4. Phone: City 2285.

PHARMACIST requires good Family and Dispensing Business
 in county of Suffolk, returning £2,500-£3,000; living
 accommodation preferred; N.H.I. and Photo; no Optics; cash
 available, and willing to negotiate immediately. "Statim,"
 209/484, Office of this Paper.

REQUIRED immediately for purposes of amalgamation, about
 ten sound Businesses in or near London (30 mile radius)
 showing returns upwards of £30 weekly, with proportionate
 overhead charges; preliminary negotiations can be entered into
 immediately on reasonable terms; prospective vendors are
 invited to write privately with the assurance that no infor-
 mation will be disclosed without express permission. Ernest J.
 George, Sentinel House, Southampton Row, London, W.C.1.
 Telephone: Museum 8340.

WANTED, genuine Chemist's Business, Manchester or
 within 20 miles radius; turnover upwards of £50 weekly;
 living accommodation preferred; full cash settlement awaiting
 same. Reply, with full particulars, 264/3, Office of this Paper.

APPRENTICES.

A N old-established firm of Chemists is prepared to consider
 applications from two Apprentices. Write P.C.B. 47/12,
 Office of this Paper.

APPRENTICESHIP of one year required to take Major
 examination in 1933; shop or hospital; have had three
 years' College Dispensing training. Miss Harris, 304 Mile End
 Road, E.

MR. H. YORK has an opening for a smart and gentlemanly
 male Apprentice, about 18, who has Matriculated
 (London); the vacancy occurs in a high-class pharmacy in
 Kingswinford; premium asked. Apply, by letter, to Mr. H.
 York, Pharmacist, Kingswinford (Staffs.).

SITUATIONS OPEN.**RETAIL (HOME).**

BECKETT HOSPITAL, Barnsley (153 Beds).—Required, a
 Qualified Dispenser (non-resident); previous hospital experi-
 ence a recommendation, to take full charge; salary £170, rising
 by annual increments of £10 to £200 per annum. Applications,
 stating age, qualifications, with copies of two recent testi-
 monials, should be sent to the Secretary-Supt. at the Hospital
 not later than September 9.

BIRMINGHAM DISTRICT (Industrial Town).—Junior Assis-
 tant required; young and energetic; must be conscientious
 Dispenser for N.H.I. and Counter. Please give references and
 full particulars in first letter. Applications not answered
 within seven days respectfully declined. 266/36, Office of this
 Paper.

BIRMINGHAM.—Qualified Part-time Assistant; finish 6 p.m.;
 alternate Wednesday evening duty; capable Salesman,
 Stock-keeper and Window-dresser; chiefly family trade; suit lady
 or middle-aged active gentleman; young man may find addi-
 tional evening work. State age, salary, etc. 267/22, Office of
 this Paper.

DERBY.—Qualified Pharmacist required for Approved N.H.I.
 Institution; must be used to brisk Dispensing; per-
 manency. Apply, giving age, full particulars of experience
 and salary required, with copies of recent testimonials, to
 Secretary (D.A.F.S.M.A.), 27 Macklin Street, Derby.

HARROW DISTRICT.—Young Lady Assistant for Counter. Apply, giving full particulars, 209/486, Office of this Paper.

LEEDS INDUSTRIAL CO-OPERATIVE SOCIETY, LTD., requires the services of a young, unqualified male Assistant; must be smart, capable, and of good appearance and address, and have passed Part I of the Qualifying Examination. Applications, endorsed "Pharmacy," to be addressed to the Secretary, 10 Albion Street, Leeds. References, testimonials and photograph, if possible, should be enclosed.

LONDON, N.—Junior Assistant required (outdoors, male) for good-class business, Dispensing and Photographic. Full particulars of experience, age, height, etc., photo if possible (to be returned), also salary required. Apply 266/6, Office of this Paper.

LONDON, N.W.—Qualified Assistant (male), age about 22; must be accurate Dispenser, good Salesman; keen and energetic; permanency for suitable man. State age, height, salary and experience. Applications unanswered in seven days respectfully declined. 266/5, Office of this Paper.

LONDON.—Experienced qualified Assistant required. Apply by letter, stating age, experience, salary required and when disengaged, to the Secretary, Shadforth Prescription Service, Ltd., 49 King William Street, London Bridge, E.C.4.

NORTH LONDON SUBURB.—Unqualified Assistant required; Window-dressing, Counter and N.H.I. Dispensing; commencing October 3; quick cash trade. Unanswered seven days respectfully declined. Usual particulars to 266/15, Office of this Paper.

N.E. SCOTLAND.—Qualified Locum required for ten days, commencing Saturday, September 17 (Monday, 19th, local holiday); light duties; assistant kept. Terms and full particulars to 266/4, Office of this Paper.

SOUTH COAST.—Capable, energetic, qualified person required to manage an old-established business; salary and commission. State experience and when disengaged. 209/476, Office of this Paper.

SOUTH COAST.—Unqualified Assistant (male) required at once for about 4 weeks; good Counter experience essential. Give full particulars of experience and state age, height, and salary required. 267/19, Office of this Paper.

SURBITON, SURREY.—Unqualified Junior Assistant wanted for good-class business, Dispensing, Counter, Stock, etc.; must be of good appearance and manner. State age, height, experience, salary required, etc. 265/4, Office of this Paper.

A QUALIFIED Man wanted to assist at two Businesses alternately as required in country district; would suit one wishing for time to study; must be single. Write, stating experience and terms, which must be moderate. 267/24, Office of this Paper.

ASSISTANT (male), unregistered, age 24-30, reliable Dispenser, with good general all-round experience, for modern Family business in residential district. Apply, by letter only, giving full particulars and copies of two recent references; state salary expected. "Gentian," 500 Edgware Road, W.2.

ASSISTANT, unqualified, male, required shortly; expert Window-dresser, Dispenser and Counterman essential; comfortable berth to suitable man. Apply, with fullest particulars, age, height, married or single, salary expected. Replies not answered four days declined with thanks. Blanch, Chemist, Coleford, Glos.

CHEMISTS' TOILET COUNTER.—Well-educated young lady with selling ability required for the above; must have good knowledge of Face Cream, Powders and Toilet Articles generally. Apply, stating previous experience, age, salary required, to Secretary, Timothy Whites, Chemists, Portsmouth.

CHEMIST-OPTICIAN (J.C.Q.O.) required for business in Kent (small town); remuneration on salary and commission basis. Apply, with testimonials, in first instance, to Ernest J. George, Sentinel House, Southampton Row, London, W.C.1.

FULLY competent Assistant wanted, October 3, for about two months; experienced in middle-class business and N.H.I.; preference given to Registered Optician. State salary, height, age, etc., and full particulars of experience. Enclose photo and references. Hunnissett, 62 Seaside, Eastbourne.

EXPERIENCED, young, qualified male or female as Temporary Assistant for Weymouth. Apply, with full particulars, salary required, and photo, 268/13, Office of this Paper.

LOCUM, qualified, wanted September 12; four days. Hurst, 105 Woodhouse Street, Leeds.

MANAGER, unqualified; over 30; good Prescriber and profit maker essential; poor locality, East End of London; £50 good faith deposit required, returnable with interest; out of takings pay all accounts and stipulated amount to proprietor; keep the rest; worth £3 to £5 per week or more; agreement to sign. 267/35, Office of this Paper.

QUALIFIED Manager required; must be good Salesman and used to high-class Store trade. Full particulars and photo to Cater, Stofell & Fortt, Ltd., Departmental Stores, Bath.

PHARMACY.—Required, experienced, unqualified female Assistant; must have general Pharmaceutical and shop experience. Apply, in writing, stating age and experience, to Staff Manager, Royal Arsenal Co-operative Society, Ltd., 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy." Note.—Canvassing of members of the General Committee or officials will disqualify.

QUALIFIED Junior (male) from September 30 to October 29 inclusive. Full particulars and references and salary required, with photo, to W. A. Willis, Devon Pharmacy, Seaton, Devon.

REQUIRED, the services of a Chemist-Optician; excellent prospects in good-class district for a man with energy and initiative; modern shop and flat; salary, commission on optical sales, and share of net profits to man willing to place £100 as security for a guaranteed tenure of employment. 264/33, Office of this Paper.

REQUIRED, Assistant, about middle of September; Optical experience desirable, but not essential. Apply, stating age, experience, qualifications, and salary expected, with photo and stamped envelope if returnable, to J. B. Purvis, M.P.S., F.S.M.C., 41 The Promenade, Bridlington.

REQUIRED shortly, Qualified Manager for Business in S.E. London. Applicants please give fullest particulars of experience, age, salary expected and when disengaged. Letters not answered in seven days respectfully declined. 266/34, Office of this Paper.

SHORTLY, a keen and competent Manager of branch, good-class Retail and Dispensing, with considerable Optics and Photographics; must be qualified and experienced in Pharmacy and Optics, of good presence and address, a first-class Salesman and business builder; not under 30; exceptional opportunity for progressive permanency, with optional investment of capital under safeguards; good wages to acceptable applicant of sober habits, whose references will bear the strictest investigation. Please state qualifications, experience, age, height, salary required, when at liberty, and enclose photo (returnable) to "Veritas," 259/17, Office of this Paper.

SMART Assistant required for two or three months, with possibility of permanency; near London; qualified preferred, but not essential; expert Window-dresser, quick Counterman, with ability to increase trade. State age, experience, wages required, and if practical knowledge of D. & P. 267/23, Office of this Paper.

STOCK-KEEPER, young and energetic, for South Coast town; must be personally recommended by last employer. Full particulars and photo, with salary required, to 264/2, Office of this Paper.

UNQUALIFIED Assistant; male; young; state age, height, previous experience, salary, and when disengaged; one from Eastern Counties or not too far away preferred. A. E. Grimwade, 64 North Hill, Colchester, Essex.

WANTED, immediately, young man as Junior, unqualified, with experience of high-class Dispensing and Retail; must be quick and accurate worker. Apply, stating age, height and salary required (outdoors), to Jenkins, Pharmacist, 190 Broadhurst Gardens, N.W.6.

WANTED, for the end of September, qualified Manager for Family business in Midlands; age 30-40. Apply, stating experience and salary, 263/2, Office of this Paper.

WANTED, permanency if suitable, Unqualified Male Assistant, mainly for Counter and as Stock-keeper, not over 30 years of age, in first-class Light Retail; no N.H.I. Particulars of experience and salary required to Dnald McKinnell, Ltd., Pharmacists, Northampton.

MANAGER (qualified) for newly established Branch, Manor Park; commence September 19; good Counterman and Window-dresser. Reply, stating age, experience, salary required, Bewell's, Ltd., 19-21 Pitfield Street, N.1.

SAVORY & MOORE have a vacancy for Junior Qualified Assistant in Branch in Surrey; previous experience in good-class Dispensing and Counter business essential. Write, giving full particulars of age, height, salary expected, when disengaged, and if possible enclosing photograph, to "H. F. S.," 61 Welbeck Street, London, W.1.

WHOLESALE.

ACTIVE Representatives required by Distributing Company selling to Chemists, Grocers, Department Stores, etc. State age, experience, to 209/485, Office of this Paper.

BOND STREET HOUSE require live Representatives in England and Wales to introduce their high-grade Toilet Requisites; established connection Chemists and Stores absolutely essential; can an advantage. Efforts will have hacking of National Advertising campaign. Only first-class men who will work hard on commission basis, with a view to permanent salaried appointment later, need write to 266/16, Office of this Paper.

IMPORTANT public company, doing extensive trade in nationally advertised goods, has two new products suitable for Chemists; Travelling Representatives (or Agent with travellers) required having thoroughly good connection in London and Home Counties; remuneration 12½ per cent. commission. P.C.B. 47/4, Office of this Paper.

LARGE Manufacturer Medical Specialities has position open; applicants not more than 35 desired; experience, technical qualification (Pharmacist or Chemist) essential; preferably domiciled North of England or prepared live there. 209/477, Office of this Paper.

MAN wanted to Manufacture Face Creams, Lotions, Powders, etc.; must have had first-class experience. Apply in person to Louis "De Luxe" Products, Ltd., of 12a Hyde Street, W.C.1.

REAL live Salesmen for Chemists and Perfumers required to carry a quick-selling established Manicure Line on a generous commission basis; excellent possibilities; only serious and generous workers need apply. 209/478, Office of this Paper.

REPRESENTATIVES WANTED. OPPORTUNITY TO EARN ANOTHER £5 PER WEEK.

TO carry as side line a new advertised 6d. Pharmaceutical in demand by all Chemists. State, in confidence, lines now carried and territory covered. Firm is established and well financed. Write 209/487, Office of this Paper.

REPRESENTATIVES WANTED.

SALOP
WORCESTER
LEICESTER
OXFORD
BUCKS
NORTHAMPTON
BEDFORD
HERTFORD
HUNTINGDON
CAMBRIDGE
LINCOS
NORFOLK
SUFFOLK

These counties are still open for the sale of the well-known "Red Band" Magnesia and other lines, on commission basis. Write at once if you are a good man—this agency will prove to be a remunerative one. Red Band Chemical Co., Ltd., Richmond Terrace, Edinburgh.

REPRESENTATIVE required by important Cosmetics Manufacturers for the Midlands, possessing real live connection with Stores and Chemists. Send full particulars (in confidence) to indicate value of connections and mention turnover secured in last 12 months; a car an advantage; excellent prospects for the right person. Apply at once to Box 1480, Griffiths & Millington, Ltd., 20/22 Wellington Street, Strand, London, W.C.2.

REPRESENTATIVES wanted, calling on Chemists and Grocers in all parts of the United Kingdom. Write, stating experience, territory and age, to Kest, Ltd., 61 Mortimer Street, London, W.1.

REPRESENTATIVE, mainly for Northern and Eastern Counties, required to call on Doctors, Medical Institutions, etc. Applicants should state age, experience, and salary required, and what qualifications possessed, whether Pharmaceutical or otherwise. Apply, by letter marked "Representative," to Brady & Martin, Ltd., Northumberland Road, Newcastle-upon-Tyne.

SURGICAL Fitter (male) required for Manchester; must be thoroughly experienced in the fitting of all types of Trusses, Suspensories, Elastic Hosiery, Abdominal Belts and Supports. Only experienced men, who can start immediately, need apply. All applicants must apply in own handwriting and must give full particulars of experience, age and salary required, to 209/480, Office of this Paper.

TRAVELLER, with connection, wanted to take up a side line on commission basis. Apply Gould, 81 Woodhouse Lane, Leeds.

TRAVELLERS wanted, to carry a sideline in big demand; good commission; no collection of accounts. Apply Beck, Ltd., 11 St. Bride Street, E.C.4.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.—QUALIFIED, 23, desires position; good all-round experience, including Veterinary; disengaged; tall; conscientious. Williams, 6 Brecon Road, Pontardawe, Swansea.

A.A.A.A.—QUALIFIED, experienced young man desires change; capable, keen, and energetic; smart appearance; London preferred. 257/30, Office of this Paper.

A.A.A.—EXPERIENCED, unqualified Assistant desires evenings if possible; would use own motor cycle for fast delivery service. "Mac," 76 Hillfield Road, N.W.6.

A.A.A.—CAPABLE, qualified Assistant or Manager; 23; good Dispenser, Prescriber, Counter, Photography; tall; conscientious; London preferred, not essential; disengaged. Willis, 70 Elm Street, Cardiff.

A.A.A.—QUALIFIED; 26; keen; energetic; reliable; first-class experience; Managership preferred. Gordon, 103 Listria Park, N.16.

A.A.—EXPERIENCED, unqualified, seeks change; quick, careful Dispensing, Photographic, Surgical; well recommended; reliable man; moderate wage. 268/6, Office of this Paper.

A.A.—QUALIFIED; 31; 15 years' experience; Locum, Manager or Partner in genuine concern, with view to early succession; South of England; capital £1,000. Stock, Cross Flatts Avenue, Leeds.

A.—CAPABLE, qualified Assistant seeks position in good-class Pharmacy; free. Full particulars to 264/7, Office of this Paper.

A PHARMACIST; 29; smart appearance; married; wide experience all branches of high-class pharmacy; services of experienced wife if required. Frank, 6 Stanford Road, S.W.16.

A QUALIFIED young man, 23, requires position; tall; good experience; references. "Brom," 15 Ashland Avenue, Wigan.

A.—RELIABLE Assistant, 39, unqualified, married, desires permanent position; careful Dispenser, good Salesman, Window-dresser; sound references. "Pharmacist," 12 Benn Street, Rugby.

A RELIABLE Assistant, 24, unqualified; married, requires permanent position in or near London; capable Dispenser and good Counterman; 8 years' London and provincial experience. 267/38, Office of this Paper.

A SITUATION as Junior Assistant required in good or high-class pharmacy, preferably for Dispensing; three years' good-class training; quick, accurate Dispenser, smart Counterman; knowledge Photography; 19; Part I. Burchett, 12 eWstern Road, Southborough, Tunbridge Wells, Kent.

A SQUARE-TRAINED Qualified Lady requires position in high-class pharmacy; experienced Dispenser; well recommended; South preferred; disengaged in October. P.C.B. 47/10, Office of this Paper.

A UNIVERSITY Student, qualified Chemist, requires evening and Saturday work, or night duty; willing and adaptable; excellent references. 267/15, Office of this Paper.

A CTIVE; unqualified; middle-aged; thoroughly reliable and experienced; temporary or permanent; disengaged. Fletcher, 91 Duncombe Road, Holloway, N.19.

A GRICULTURAL experience; qualified Manager or Managing Assistant; accustomed to Veterinary and good-class country business; age 26; permanency desired; Northern Counties preferred. 267/4, Office of this Paper.

A SSISTANT, unqualified, 26, seeks post anywhere; fully experienced; moderate wage; good references; disengaged. "G.," 257 Brindcliffe Edge Road, Sheffield, 11.

A SSISTANT, whole or part time, chiefly Dispensing; quick, accurate, trustworthy; 7 years last situation, West End; immediate; moderate remuneration. "S. W.," 27 Romola Road, Herne Hill, S.E.24.

A SSISTANT, 22; unqualified; tall; Dispensing, Counter, Photographic; free September 26; Eastern Counties preferred, not essential. A. Hines, St. Catherine's Road, Long Melford, Suffolk.

A SSISTANT; unqualified; single; fully competent all departments (Optics excepted); country or suburban town preferred, but not essential; willing to live in; good references; moderate salary for suitable berth. Townsend, 57 Deverell Street, London, S.E.1.

A SSISTANT, 24, unqualified, requires situation with Chemist or Doctor; sound knowledge Counter, Dispensing, Photography; good references; University education; energetic; trustworthy; has managed; London preferred, not essential. 267/13, Office of this Paper.

A SSISTANT, 25, unqualified, 8 years' experience, London at present, desires change. 267/7, Office of this Paper.

A SSISTANT; unqualified; 24; 8 years' experience, city and country; Agricultural, Dispensing and Photographic; single; energetic; references given. 268/19, Office of this Paper.

A SSISTANT; 25; tall; unqualified; Dispensing, high-class Photography and Window-dressing; 10 years' experience; disengaged September 28. Jones, 45 Albion Road, Great Yarmouth.

A SSISTANT, 27, 10 years' all-round experience, Dispensing, Counter, Windows, expert D. & P., knowledge Optics, seeks permanency; Midlands preferred; unqualified. Caldwell, "Hazelcote," Manor Park Estate, Nuneaton.

A SSISTANT, unqualified, 37, married, desires permanency; trustworthy; excellent references. "P.," 32 Lorne Street, Reading.

BIRMINGHAM or Midlands preferred, not essential; as Manager, Assistant or Locum; first-class references; all-round experience. "H.," 64 Hunters Road, Birmingham.

BOURNEMOUTH OR NEAR.—Junior, 4½ years' experience, accustomed to Dispensing and Counter, with knowledge of Photography; free end of September. "W. D. S.," 2 Westway Parade, Malvern Road, Bournemouth.

BRECONSHIRE OR HEREFORDSHIRE.—Unqualified (Part I); 3 years' country and 4 years' London suburb; Counter, Dispensing, Photographic, Veterinary; tall. P.C.B. 47/11, Office of this Paper.

CHEMIST'S son; 22; recently qualified; 6 ft.; all-round experience; at liberty. Smeddles, Mikasa Street, Wainey, Barrow.

CHEMIST-OPTICIAN, M.P.S., F.B.O.A., J.C.Q.O., desires change, Managership; keen organiser; lengthy City and provincial experience; expert Window-dresser; intensive knowledge Photography, clever Prescriber, Salesmanship; married; total abstainer; own Optical equipment if necessary; moderate salary with house; excellent references. 267/20, Office of this Paper.

COMPETENT Dispenser-Book-keeper, with Office experience, fluent Spanish, knowledge French, lady, 25, experienced Retail all departments, desires post with high-class Chemist or Doctor. "M. R. B.," 65 Mount Road, Birkenhead.

COMPETENT Assistant or Manager; 18 years' experience; excellent references; unregistered. "Statim," 43 Stapleton Hall Road, N.4.

DISENGAGED September 17; unqualified; 25; Counter, Dispensing, Windows; excellent references; London preferred. Richards, 30 Christian Road, Douglas, I.O.M.

DISENGAGED September 10; Locum, etc.; qualified; first-class and all-round experience; good Dispenser; any distance. "Pharmacist," 28 Torrington Gardens, N.11.

ELDERLY, qualified Chemist desires management, Liverpool; capable; active; reasonable salary. Thomas White, 21 Miller Street, Dingle, Liverpool.

ELDERLY, qualified Chemist desires management; capable; active; West of England preferred; salary £2 10s., with living accommodation; good references. 267/16, Office of this Paper.

KEEN, young, qualified man requires position, preferably in Midlands; perfectly competent and reliable in all branches; good references. Martin, 36 West Bromwich Street, Walsall.

LADY (Hall), experienced Dispensing, Counter, Photography, requires post; free September 30; good references; South Wales preferred; moderate salary. 263/40, Office of this Paper.

LADY, unqualified, 7 years' good Dispensing and general experience, requires position in London. "D.," 43 St. George's Road, S.W.1.

LADY Pharmacist desires permanency; ten years' good and varied experience; able to take charge; disengaged. Lincoln, 80 High Street, Northfleet, Kent.

LADY Assistant; unqualified; 11 years' experience; free October 1. L. Howell, 29 Henley Street, Stratford-on-Avon.

LADY Assistant requires post in London, October; good-class Retail and Dispensing; well experienced; unqualified; references; interview. 268/7, Office of this Paper.

LOCUM, qualified (pre-war); registered N.P.U.; available September 19 onwards. S. Hoskins, c/o Mr. Bray, Chemist, Buckfastleigh, Devon.

LOCUM; qualified; Registered N.P.U.; disengaged September 4 to 10. Wood, 28 Station Road, Harpenden. Phone 228.

LOCUM; qualified; free September 22; excellent experience, London and provinces; ex-proprietor. Howell, c/o Black, Chemist, Tredegar, Mon.

LOCUM; qualified; experienced manager all classes of business; free August 5. W. B. Dixon, "Shaws," Uppermill, near Oldham.

LOCUM; qualified; 32; ten years as manager in London; highest references; disengaged September 12; London or suburbs preferred. "T. B. O.," 10 Prideaux Road, Stockwell, S.W.9.

LOCUM, free except between September 12-17, capable, with highest references; unqualified. "H.," 131 Mount View Road, N.4.

LOCUM; 20 years' experience; disengaged September 12 to 30; highest references. "Locum," c/o Wavell, Chemist, London Road, Mitcham, Surrey.

LOCUM; qualified; 27; well experienced both as Manager and Assistant in West End, Hospital and provincial businesses; sound references; permanency considered; free September 12. "Pharmacist," 23 Oakley Square, N.W.1.

LOCUM or Manager; qualified; competent; 20 years' West-End experience; disengaged September 11 to 27 and after October 12. 266/40, Office of this Paper.

MALE Dispenser-Book-keeper, 39, seeks post, Doctor, anywhere; liberty now; 15 years' references; refined; smart; reliable. "S.," 28 Marchmont Street, W.C.1.

MANAGER or Superintendent, London and provincial experience, age 33, married, requires post; Southern Counties preferred; excellent references. 268/23, Office of this Paper.

MANAGER or Senior; qualified; 35; married; London and provincial experience; disengaged October 3. Howell, 48 Queen Street, Horsham.

MANAGERSHIP sought by qualified Chemist; experienced; age 25; high-class London and provincial references; Photography and Optical knowledge. 268/10, Office of this Paper.

M.P.S., F.B.O.A., J.C.Q.O., elderly, requires light duties (managerial or otherwise) own Optical Outfit; salary moderate; London or suburbs. "Optics," 38 Brampton Road, Kingsbury, N.W.9.

M.P.S., F.B.O.A., J.C.Q.O., 30, requires situation; all-round experience, including management in London; free shortly. "S. E.," 84 Preston Drive, Brighton.

PART-TIME, evenings, all day Saturdays, whilst taking Part II Course next session, Chelsea. Green, 179 Chamberlayne Road, N.W.10.

PART-TIME; qualified; Scot; 25; first-class experience; occasional evenings and week-ends. "Chemist," 9 Endsleigh Gardens, W.C.1.

PART-TIME; evenings and London district preferred; 7 years' good-class experience; passed Part I; present situation 3½ years. Pitt, c/o Stephenson, 15 Queen's Road, Twickenham.

PART-TIME, Birmingham, two evenings, all day Saturday; male; 27; fully competent. "H. P.," 30 Conway Road, Leicester.

PART-TIME in Edinburgh required by Part II Student; evenings and Saturday; capable worker; consider anything; commence October. 268/33, Office of this Paper.

PART II Student (Square); evenings, all day Saturday; capable Assistant; used to busy N.H.I. and quick Counter. 266/14, Office of this Paper.

PHARMACIST, 27, tall, requires post, Manager or Assistant; 12 years' experience, all branches; Birmingham district preferred; highest references; Optical knowledge; start soon. 264/4, Office of this Paper.

PHARMACIST, 24, 8 years' all-round experience, desires permanency. Walker, c/o Mr. John, Chemist, 118 Cowley Road, Uxbridge.

PHARMACIST desires post as Manager or Senior; anywhere; London or suburbs preferred; excellent experience all branches; unimpeachable references. "E.," 29 Bridge Street, Leatherhead.

QUALIFIED, experienced, requires position in Bradford district; N.H.I., Counter, Photo, etc., Private Dispensing. 263/15, Office of this Paper.

QUALIFIED male Assistant seeks post; 23; tall; 7 years' experience in London and Midlands; Dispensing, Counter, Window Display, Photographic, Toilet; London or Birmingham preferred, not essential; conscientious and willing; disengaged September 24 onward. Coleman, 9 Ossory Road, S.E.1.

QUALIFIED, 23 (Square trained), 6 years' London experience, seeks position; permanent or temporary; disengaged. "B.," 79 Beechdale Road, S.W.2.

QUALIFIED Chemist; elderly; shortly disengaged; reliable; good references; Superintendent and Dispensing; short hours; terms moderate, accordingly. 266/13, Office of this Paper.

QUALIFIED, 24, seeks Locum or permanency; 7 years' experience, seaside, town and city; reliable and trustworthy; good Window-dresser, capable Dispenser; single; abstainer; terms moderate; disengaged. 266/25, Office of this Paper.

QUALIFIED, 22, desires first-class experience, preferably West End; highest references. G. Grey, "Lindens," Bare Lane, Morecambe.

QUALIFIED Chemist, working small proprietary, offers four to six hours' assistance daily, any capacity; free September 29 or earlier. BM/HPGV, London.

QUALIFIED lady, 25, desires position in London; good all-round experience; used to taking charge; disengaged. 266/39, Office of this Paper.

QUALIFIED; 22; tall; Locums or permanency required; Square trained; 6 years' all-round experience; go anywhere; London preferred; free September 10. "Chemist," "Holmeot," Chartfield Road, Reigate, Surrey.

QUALIFIED, 28, married, requires post; medium- to good-class business; management preferred; good experience and references. For interview write or phone Holmes, c/o C. Breese, Chemist, Mitcham Lane, Streatham.

UNQUALIFIED, 22, requires situation as Assistant; South Wales preferred, but not essential; 3 years' experience in high-class Cardiff pharmacy; quick, accurate Dispenser, keen and energetic Counterman, with knowledge of Photography; excellent reference. R. J. Hall, 242 Crogan Hill, Barry, Glam.

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S. E. HACKETT, 23 July Road, Liverpool

UNQUALIFIED; 23; 6 years' experience; N.H.I. Counter work. Photography; good Window-dresser; excellent references. Write S. G. Parke, 51 Weir Hall Road, Tottenham, N.17.

UNQUALIFIED; 24; 5 ft. 10 in.; Part I; good all-round experience; state salary offered; in or near London. P.C.B. 47/110, Office of this Paper.

UNTIL mid-October; Locum or whole period; male; 28; tall; referred Pharmachem.; experienced management; city, market town; store or private; well recommended; Windows. Counter, N.H.I. and high-class Dispensing; first-class training. Meyrick, 41 Gordon Street, Coventry.

"WORK thorough, attention to detail most exacting." "Can be entirely relied upon." "Will make an excellent Assistant or Manager for whoever secures his services." These are extracts from references. Qualified; 24; 8 years' experience in all branches of pharmacy; now free. Addis, 4 Hebron Road, Middlesbrough.

YOUNG lady, Junior Assistant; 3 years' experience; good knowledge Dispensing, Counter. Read, 40 Norman Road, Newhaven, Sussex.

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2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A QUALIFIED Pharmaceutical Chemist and B.Pharm. desires position in Manufacturing Laboratory; thorough practical knowledge of Galenicals, Toilet Preparations and Cosmetics; advancement in present position necessitates waiting for "dead man's shoes." 264/32, Office of this Paper.

A FIRST-CLASS Representative, with 14 years' strongly established connection with Wholesale and Retail Chemists in London and suburbs, requires engagement with good house. 261/27, Office of this Paper.

A REPRESENTATIVE, 11 years' connection London and Suburban Chemists, Hairdressers, Doctors, etc., experienced Drugs, Toilet Goods, Sundries, desires engagement. P.C.B. 47/14, Office of this Paper.

ADVERTISER, age 35, wide business experience, wishes to represent reputable manufacturers of Drugs or Medical and Chemists' Sundries who anticipate opening Dominion branches. Apply 267/31, Office of this Paper.

LANCASHIRE.—A capable Representative, with good connection Chemists and Hairdressers, requires a change; good experience with Perfumery, Toilets, Drugs, Sundries and Patents; age 25; own car. 268/22, Office of this Paper.

PERFUMER, 15 years' experience, Compounding, Manufacturing; competent all branches of Perfumery, A.B. 100 Seymour Avenue, Tottenham, N.17.

PILLS AND TABLETS (all branches).—Supervisor-Manager, costing, any position, requires re-engagement; excellent testimonials; Hall qualification. G. H. Palmer, 103 Portnall Road, Paddington, W.9.

REPRESENTATIVE offers services to house of repute; 10 years' connection amongst Wholesalers, Chemists, Hairdressers and Stores in London and South of England; Toilets, Sundries, Proprietaries. 264/34, Office of this Paper.

REPRESENTATIVE, covering Ireland for old-established British Perfumery firm, desires to get into touch with non-competitive firm of standing with view of co-operating in working the area and sharing salary, expenses and commission. Replies 265/9, Office of this Paper.

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REPRESENTATIVE, age 33, well known, with 1,000 live personal accounts with the Chemists and Stores in Lancashire and Yorkshire, at present with London firm, desires change to a progressive firm requiring a real Salesman or Sales Manager. In confidence, 267/8, Office of this Paper.

15 YEARS with Manufacturing Chemists; expert knowledge Tablet Making and Coating; accustomed to control; desires change. 261/11, Office of this Paper.

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A LARGE QUANTITY of Second-hand Showcases from £2 upwards (removed from various jobs); Shop Fittings, Counters, etc., at real reductions. Write requirements or call PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £3 15s.; Counter Case 30 x 24 x 18, £2 5s., etc. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS.—Oak or mahogany, suit any Pharmacy, must be sold: 10 ft. complete Drug Fitting, 8 ft. Wallcase, 8 ft. glass Front Counter, 6 ft. Dispensing Screen, nest Counter Drawers, three Mahogany Wallcases, 10 ft. long, Dispensing Screen 8 ft. long, 6 ft. Glass Counter, Silent Salesman; sketches by return. GEORGE COOK, The Working Shop-fitter, 27 Macclesfield Street, City Road, E.C.1. 'Phone: Clerk 5371.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters, 14 and 16 Manchester Street, Liverpool. Est. 1848.

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ALL CLASSES OF SECOND-HAND DRUMS, particularly 40/45 gn. after Medicinal Paraffin and Olive Oil. Ward, 20 Redcross Street, Liverpool.

COPY of The Chemist & Druggist Diary for 1930. State price to Hancock & Co., Ltd., 144 Fleet Street, London, E.C.4.

OPTICIAN'S TRIAL CASE in good condition. Clark, 197 Stornoway Road, Southend-on-Sea.

OPTICIAN'S TRIAL CASE and other Optical Appliances. "Chemist," 70 Eastbourne Road, Southport.

ROTARY PRINT DRYER, gas, electric; must be good condition and cheap. 263/32, Office of this Paper.

